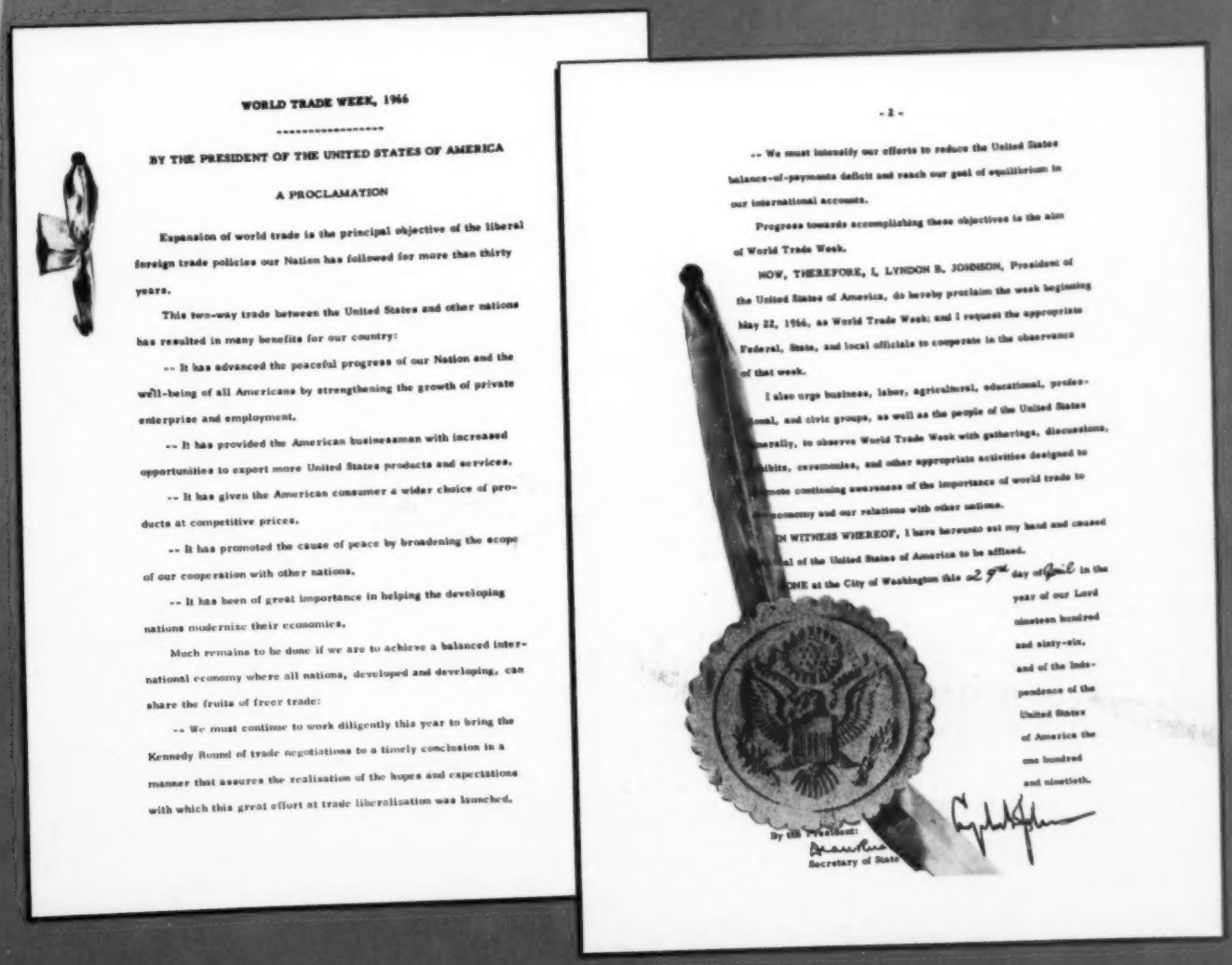
A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

May 16, 1966



WORLD TRADE WEEK, 1966

BY THE PRESIDENT OF THE UNITED STATES OF AMERICA

A PROCLAMATION

Expansion of world trade is the principal objective of the liberal foreign trade policies our Nation has followed for more than thirty years.

This two-way trade between the United States and other nations has resulted in many benefits for our country:

-- It has advanced the peaceful progress of our Nation and the well-being of all Americans by strengthening the growth of private enterprise and employment.

-- It has provided the American businessman with increased opportunities to export more United States products and services.

-- It has given the American consumer a wider choice of products at competitive prices.

-- It has promoted the cause of peace by broadening the scope of our cooperation with other nations.

-- It has been of great importance in helping the developing nations modernize their economies.

Much remains to be done if we are to achieve a balanced international economy where all nations, developed and developing, can share the fruits of freer trade:

-- We must continue to work diligently this year to bring the Kennedy Round of trade negotiations to a timely conclusion in a manner that assures the realization of the hopes and expectations with which this great effort at trade liberalization was launched.

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-- We must intensify our efforts to reduce the United States balance-of-payments deficit and reach our goal of equilibrium in our international accounts.

Progress towards accomplishing these objectives is the aim of World Trade Week.

NOW, THEREFORE, I, LYNDON B. JOHNSON, President of the United States of America, do hereby proclaim the week beginning May 22, 1966, as World Trade Week; and I request the appropriate Federal, State, and local officials to cooperate in the observance of that week.

I also urge business, labor, agricultural, educational, professional, and civic groups, as well as the people of the United States generally, to observe World Trade Week with gatherings, discussions, exhibits, ceremonies, and other appropriate activities designed to promote continuing awareness of the importance of world trade to our economy and our relations with other nations.

IN WITNESS WHEREOF, I have hereunto set my hand and caused the Seal of the United States of America to be affixed.

DONE at the City of Washington this 2nd day of April in the year of our Lord nineteen hundred and sixty-six, and of the Independence of the United States of America the one hundred and ninetieth.

By the President:

Secretary of State

President proclaims World Trade Week beginning May 22

International Trade Winds Newsletter

Company News

OIL—Continental Oil Co. of Kuwait, a wholly-owned subsidiary of Continental Oil Co., New York, has entered into an arrangement for a 20% participation in the production from Arabian Oil Co.'s Kuwait concession in the Neutral Zone of the Arabian Gulf for a minimum period of 17½ years.

AIR FREIGHT—Emery Air Freight Corp., Wilton, Conn., will inaugurate outbound service from Tokyo and Osaka on June 1. Export operations by the large U.S. air freight forwarders were authorized by the Japanese Government to broaden air service in the Pacific.

ANTENNA SYSTEM—Philco Corp., a subsidary of Ford Motor Co., announced that its Italian subsidiary, Philco Italiana, has received a contract to build a large antenna system for Telespazio, Italian satellite communications organization. A substantial portion of the contract work will be performed by Philco's Western Development Laboratories Division, Palo Alto, Calif., which has designed, built, and installed major satellite communications in several countries.

FLASHCUBES—Production of Flashcubes has begun at subsidiaries of General Telephone and Electronics International, Inc., in Canada and Italy. The new product permits the shooting of four flash photographs within five seconds without changing bulbs.

HYDRAULIC CYLINDERS—Pathon Manufacturing Co. of Cincinnati, Ohio, has signed an agreement with Hydra-Muscle Hydraulics, Chichester, England, by which both will manufacture certain of the other's line of hydraulic cylinders.

OIL—The Occidental Petroleum Corp. of Los Angeles, Calif., announces the signing of an oil concession agreement between the Government of Libya and Occidental of Libya, Inc., a wholly owned subsidiary of Occidental Petroleum.

Nineteen U.S. companies have been scheduled for between-the-shows exhibits in Commerce's Tokyo Trade Center. Unlike the Center's major exhibitions, the between-the-shows events are booked locally among representatives of U.S. companies already selling in the area. Among the U.S. products to go on display separately will be air conditioners, electronic equipment, key cutting machinery, ceramic tiles and plumbers tools. Any U.S. company can ask for a between-the-shows exhibit.

The Yugoslav Novi Sad Agricultural Fair will have U.S. participation for the first time when it opens in May. A Business Information Center will help U.S. exhibitors of farm machinery and equipment. More than nine other countries will show cattle, chemical products and processing machinery.

"There is plenty of business here and we will be back," was heard many times during the Bangkok stay of the Iowa Trade Mission to the Far East. $100,000 worth of business was reported signed with estimates of $500,000 to result from the visit. Officials are now considering mounting an Iowa State Exhibition in the Bangkok Trade Center.

Eleven U.S. companies reported sales of $149,900 the first week of the U.S. Exhibition at the Osaka Fair. And there was daily coverage by Japanese television of the printing and baking equipment lines. Watch for the final report in I/C.

A potential $100,000 overseas customer for a New Jersey exporter was revealed to be almost unknown in the foreign business community, and his financial reference turned out to be a mail drop. Commercial Intelligence Division dug out the information as part of a routine World Trade Directory Report ordered by the New Jersey company.

Results of the Beirut Sample Display Service were so pleasing to nine members of the American Office Supply Association that they're asking to participate in both the Manila and Nairobi Sample Display Centers.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for the detailed know-how and analysis in our regular news columns.

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the cover

President Johnson's World Trade Week Proclamation urges U.S. businessmen to observe World Trade Week with activities "designed to promote continuing awareness of the importance of world trade to our economy and our relations with other nations." The President calls trade expansion "the principal objective of the liberal foreign trade policies our nation has followed for more than thirty years" and asks Americans to intensify "efforts to reduce the United States balance-of-payments deficit and reach our goal of equilibrium in our international accounts." See page 2 for observance activities in many cities.

International Commerce

Published by Bureau of International Commerce

May 16, 1966 Volume 72, Number 20

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6 Chamber speaker calls NICB investments-exports study 'must' reading for Government, business leaders concerned with payments balance problem

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PRESIDENT GIVES THEME

Cities focus on exports for World Trade Week

Communities across nation put spotlight on traders; Maritime Day, May 22, begins period

Across the nation, business, labor, agricultural, educational, professional, and civic groups will be following President Johnson's World Trade Week Proclamation which urged them "to observe World Trade Week with gatherings, discussions, exhibits, ceremonies and other appropriate activities designed to promote continuing awareness of the importance of world trade to our economy and relations with other nations."

The 1966 Presidential Proclamation exhorts Americans to intensify their efforts towards accomplishing the national objectives of reducing the balance-of-payments deficit and reaching equilibrium in our international accounts.

"Much remains to be done if we are to achieve a balanced international economy where all nations, developed and developing, can share the fruits of freer trade," the Proclamation says in part.

It continues: "We must continue to work diligently this year to bring the Kennedy Round of trade negotiations to a timely conclusion in a manner that assures the realization of the hopes and expectations with which this great effort at trade liberalization was launched."

While the week-long celebration beginning May 22 will include several social events, much serious thought will be given to examining the current U.S. position in world trade, and local efforts that could be mobilized to improve this position.

Started on coast

Indeed, that is similar to the purpose of the first World Trade Week held 40 years ago in Los Angeles.

In 1927, Stanley Olafson, a farsighted member of the Foreign Trade Department of the Los Angeles Chamber of Commerce, chose a week in May for an observance which he called Foreign Trade Week.

The Chamber thought the observance an excellent means of stimulating public interest in the area's harbors and export shipping facilities. Exports from the area totaled practically nothing then.

For one full week, trade with other nations was the subject of meetings and programs to which Los Angeles county manufacturers were invited. A special educational program was conducted to acquaint students with the peoples and trade of other lands.

After eight years the idea of a World Trade Week caught on, and in 1935, World Trade Week was proclaimed a national observance by the President of the United States. The dates always include National Maritime Day, which occurs on May 22.

Says Olafson, who served as Secretary of the Los Angeles World Trade Week for 25 years, "I am amazed and very pleased that my celebration has lasted so well."

Founding city active

This year Los Angeles will welcome business men from all corners of the globe during its observance of World Trade Week.

Seventeen New Zealand businessmen have accepted the invitation of the Los Angeles Chamber of Commerce to be in Southern California May 22 to 28. In addition to the New Zealand delegation, businessmen from Mexico and representatives of trade organizations in India and Japan will participate in events. During their visit to Southern California, the foreign businessmen will be honored at a luncheon; they will be given a helicopter tour of Southern California, reception at Los Angeles International Airport and a boat tour of Los Angeles and Long Beach Harbors.

Meanwhile, civic organizations will stage breakfast, luncheon and dinner meetings featuring speakers on world trade; public schools will conduct special world trade studies; cooperating businesses will present world trade displays, and radio-TV media will assist educational efforts with public service messages.

Following are some of the events that will be celebrated this year in observance of World Trade Week.

In Philadelphia, Secretary of Commerce John T. Connor will be the principal speaker at the National Maritime Luncheon on Tuesday, May 24.

Other scheduled events in Philadelphia include a 10th anniversary celebration of the Center for International Visitors at the Civic Center Museum on Wednesday, May 25, and a dinner sponsored by the Philadelphia Foreign Traders Association. Eugene C. Swift, vice president of Pennsalt International, will address the group.

Maryland's 1966 program, coordinated by the Maryland Committee for World Trade Week, will include an Ambassadors' Tour of the Port of Baltimore, a Propeller Club luncheon, open house at Friendship International Airport and more than two dozen speeches by committee members before clubs and civic groups, who will be devoting their meetings to the theme of world trade.

Inland city celebrates

In Oklahoma City downtown and suburban retail merchants will feature displays with an international theme; restaurants and hotels will serve international dishes. Saul Baran, of the Department of Commerce's Bureau of International Commerce, will address the World Trade Conference, May 26. U.S. Department of Commerce Field Office specialists will explain available export services during afternoon workshops.

Mayor A. J. Cervantes proclaimed the week of May 15 World Trade Week in St. Louis, Mo. The week's events will reciprocate honors paid the city by New Orleans during the 1964 Mississippi Valley World Trade Conference. The Mayor of New Orleans, Victor H.

MAYOR PROCLAIMS WORLD TRADE WEEK IN ST. LOUIS: The Mississippi Valley community leaders with their mayor uniting on the international commerce theme are (seated, l. to r.): A. P. Kaufmann, President, Chamber of Commerce of Metropolitan St. Louis; Mayor A. J. Cervantes; Gale Yemm of Monsanto Company, President, World Trade Club of St. Louis. Standing Richard Clement, Yates Woods Company, President, Sales and Marketing Executives Association; Hector R. Dominguez, First National Bank, Chairman, St. Louis Regional Export Expansion Council; A. L. Rascher, Jr., Director, St. Louis Field Office, U.S. Department of Commerce; and, Joseph Garrity, Director, U.S. Customs Office. St. Louis will honor New Orleans during events.

Schiro, was the lead speaker at a World Trade Club dinner May 15.

William Blackie, chairman of the board, Caterpillar Tractor Co., will be the principal speaker at a Chamber of Commerce-American Marketing Association luncheon, Wednesday, May 18. Lawrence A. Fox, Director of the Department's Bureau of International Commerce will address a luncheon meeting of the Sales and Marketing Executives Association of Metropolitan St. Louis, Friday, May 20.

St. Louis Field Office Director, A. L. Rascher, Jr. estimates that 1,000 business executives will participate in the city's observance of World Trade Week.

More than 200 businessmen are expected to attend a National Maritime Day World Trade Week Luncheon at San Diego Community convention center. The featured speaker at that event will be Dr. Shelly M. Mark, Director of Planning and Economic Development of the State of Hawaii.

World Trade and Travel Week has been moved up in San Francisco to coincide with the opening of the Eighth U.S. World Trade Fair.

Opening ceremonies for the 39th Annual Golden Gate World Trade and Travel week were scheduled for May 16. The Oakland World Trade Club will sponsor an International Aviation Breakfast, May 17 with M. L. Boling, Flight Manager of United Airlines, as guest speaker.

Najeeb Halaby, senior vice president of Pan American World Airways System, will address the San Francisco Area World Trade Association Luncheon on May 17.

An international banquet will take place May 19, to honor the Bay Area Consular Corps. Cooperative sponsors of that event are the Oakland World Trade Club, the Port of Oakland, Oakland Chamber of Commerce, Oakland Fukuoka Sister City Society, Howard and Encinal Terminals. Friday's main event will be a Captain's Reception sponsored by the Marine Exchange Inc., and Saturday evening, May 21, the Junior World Trade Association of San Francisco will sponsor an international ball to honor foreign students in the Bay area.

International minded business leaders in Miami will begin World Trade Week by installing the newly elected officers of the International Affairs Council of the Miami-Dade County Chamber of Commerce. More than 200 members of the Council and their wives, will attend the ceremony and a dinner following.

In conjunction with Miami's World Trade Week observance, the annual award for outstanding scholarship in the field of international trade will be presented. This year's honoree is Jose R. Gutierrez, a Marketing Major at the University of Miami who was born in Cuba and studied law at the University of Havana.

The New York World Trade Week Committee will be sponsoring the city's observance for the 31st consecutive year. Monday, May 23, will be celebrated as Maritime Day in New York with a ceremony on the steps of City Hall and a parade up Broadway. Wednesday, May 25, at the World Trade Day luncheon, Charles C. Tillinghast, Jr., president of Trans World Airlines, Inc., and chairman of the 1966 New York World Trade Week will be a featured speaker together with S. J. Rundt, world trade writer. Friday, May 27, the main event will be a harbor inspection tour sponsored by the Port of New York Authority.

In Chicago, the World Trade Week meeting of the Propeller Club, Port of Chicago has been moved up to Thursday, May 19. Guest speaker will be Nicholas Johnson, Federal Maritime Commissioner.

Puerto Rican exports up

Commonwealth makes steady gains in locating new buyers in Caribbean and beyond

Ambitious Puerto Rico is looking to trade beyond the Caribbean, seeking a foothold in Latin America, and eyeing other countries throughout the world, particularly those at the take-off stage of economic development.

Puerto Rico's firms, big and small, are playing an important role in increasing exports.

Take Molinos de Puerto Rico, Inc. The company first began exporting its animal feed, wheat flour and corn meal in 1960. Since that year, its exports have averaged a half million dollars annually. Frank Becerra, vice president and general manager of the firm, credits the Santurce Field Office of the U.S. Department of Commerce with "keeping us posted on market potentials, and market requirements." Molinos now anticipates such rapid export growth that it plans a new waterfront warehouse mainly to service foreign sales.

The Swiss Precision Machinery Corp., of Bayamon, established its operations in 1964. Early in 1965 the firm contacted the Field Office for trade leads, on exports of its specialized bagasse machinery.

Claude Pinard, executive vice president, says Swiss Precision developed sales of a quarter of a million dollars in 1965. "Though our firm is small" says Pinard, "it has been able, through the Field Office, to contact potential customers and to build these contacts into sales possibilities." The firm projects its 1966 exports at $350,000.

A promising business on the Island will be the $45 million Phillips Petroleum Company refinery, that could become the heart of a major petrochemical industry. The plant will produce raw materials for fertilizers, synthetic fibers, plastics and other items. An $80 million plant, Nylon 66, is another big one under construction. Commonwealth Oil, expanding its refining complex at Penuelas on the south coast of Puerto Rico, already has a $150 million investment in Puerto Rico. In addition, Commonwealth Petrochemical Co. has begun what may be the largest aromatic petrochemical plant in the world. The Puerto Rico Can Co., Bayamon, a subsidiary of American Can, is another U.S.-connected firm with manufacturing operations on the island.

PUERTO RICAN INDUSTRY on the southern coast is Union Carbide, manufacturer of glycols and alcohol intermediates. The plant, representing an investment of $500 million, adjoins that of Commonwealth Oil.

The export dynamism of the island is revealed in its totals for the past five years. In 1961 Puerto Rican exports were at $13 million. By 1963 they had doubled, and in 1965 exports were up to $31 million. The projection for 1966 is $45 million or a 40% increase over last year.

The Commonwealth has seen a 300% increase in exports of industrial products between 1961 and 1964, with the greatest growth in metal products. Industrial by-products of the Phillips Complex and Commonwealth plants are expected to substantially increase the 1964 total of $11.2 million.

Agricultural products showed an increase of 106% over the 1961 figures, and further increases are in prospect.

According to Jenaro Baquero, Puerto Rico's Secretary of Commerce and chairman of the Puerto Rico-Virgin Islands Regional Export Expansion Council, the Islands are striving for a goal of $80 million in export sales within the next two years.

Export expansion in Puerto Rico is a combined effort of private industry, the Commonwealth, and the U.S. Federal Government, coordinated by Puerto Rico's Regional Export Expansion Council.

Many plants attracted

The Commonwealth of Puerto Rico has been identified with an industrialization program known as "Operation Bootstrap," which attracted nearly 800 mainland-owned plants and more than a score of foreign manufacturing operations from such countries as Brazil, Canada, Colombia, Great Britain, France, Italy, Japan, Mexico, Panama, Switzerland and Venezuela.

In two decades this program has shifted the Island's economy from an agricultural to an industrial base, and

generated one of the world's highest growth rates.

In fiscal 1965 Puerto Rico became the fifth best customer of the mainland U.S. in the world, with purchases rising to $1.19 billion.

Puerto Rico's Economic Development Administration, charged with attracting new industry to the island and stimulating local capital to invest in new industry, has succeeded in establishing more than 1,120 factories on the Island since the beginning of its industrialization program.

Last November, the EDA sent a trade mission, the first effort of its kind, to Japan to spur interest in investment in Commonwealth industry.

The mission, a direct outgrowth of the Commonwealth's industrialization program and its continuing needs, conducted meetings with Japanese Government agencies and other groups, seminar programs, and private meetings with individual companies.

More than 30 meetings were held with 27 companies. Most of these firms expressed interest, EDA says, in entering into joint ventures and licensing agreements for manufacturing in Puerto Rico.

A recent highly successful mission to Central America will lead to increased trade with those countries.

Another trade mission has just returned from Antigua, Barbados, Trinidad and British Guiana where it discussed 82 specific Puerto Rican business proposals (INTERNATIONAL COMMERCE, May 2).

A privately sponsored International Trade Center is going up in the Hato Rey section of San Juan. It is planned as a banking and financial center as well as a focus for trade exhibits.

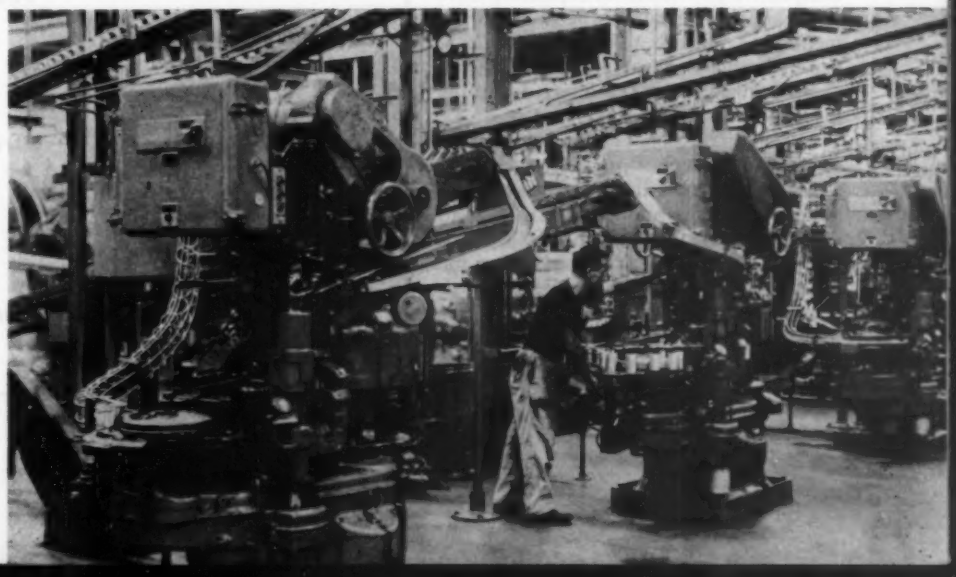
The Island's foreign-trade zone, where goods may enter duty and quota-free and then be manufactured for re-export, has been in existence since 1962. Several industrial firms are using its facilities located at Mayaguez.

To expand Puerto Rico's economic growth far beyond its already impressive recent past will require all the above efforts and more. Several important problems remain. An official of the Economic Development Administration says current problems in which progress is being made include: improving transportation within the Caribbean—particularly trying to assist smaller shipping lines; export tax incentives; developing increasing use of the trade zones, and locating new sources of credit.

By holding tenaciously to its directional aim, Puerto Rico must become the trading hub of the Caribbean.

A RECENT EXPORTER, Molinos de Puerto Rico, credits the Puerto Rican Field Office of the U.S. Department of Commerce with lending valuable marketing assistance. Molinos began feed exporting in 1960.

EXPORT BOUND AIR CARGO leaves Puerto Rico (above); scene below is at Puerto Rican Can Co. plant.



Investments in spotlight

U.S. Chamber national convention speaker cites NICB report as 'must' reading

The relationship between American investments overseas and U.S. exports was reviewed at the recent U.S. Chamber of Commerce annual meeting, with Pfizer International's president, Richard Fenton, arguing for strong encouragement of direct investment abroad.

Fenton recommended that the National Industrial Conference Board's study of overseas manufacturing's impact on the U.S. balance of payments position be made "compulsory reading by all officials concerned with exports and the balance of payments."

The 200-page NICB study, published this year under the title, *U.S. Production Abroad and the Balance of Payments,* grew out of a proposal for such a study by the foreign private investment committee of the 1963 White House Conference on Export Expansion. The study's authors are Judd Polk, Irene W. Meister and Lawrence A. Veit.

Urged by committee

Answering the White House committee's call for a qualitative analysis of the "net effects of overseas investments, particularly on the balance of payments," the NICB report examines the corporate balance of payments of 100 leading U.S. manufacturing enterprises and concludes that investment abroad provides a positive net in favor of the U.S. balance of payments position.

American overseas investments, the study observes, are motivated by the need of U.S. firms to consolidate their competitive position in an expanding market. Failure to meet this need, the argument runs, means a loss both of U.S. export markets and of opportunities for:

- bringing back earnings from the investments,
- making export sales to subsidiaries, affiliates or branches of investing firms,
- and stimulating a higher local Gross National Product, giving rise to a larger market for other U.S. exports.

The table on the right indicates the major components of the corporate balance of payments which the NICB study took into account, with figures for items in the "receipts" column outweighing those for items in the "payments" column.

NICB researchers found measurement of the export volume generated by "foreign presence" to be rather elusive. They comment:

"The balance of payments, conventionally trade-oriented rather than production-oriented, has traditionally neglected the key role of investment abroad as the instrument of production, and has accounted for this activity only insofar as it identifiably involves an international payment. Fortunately, the Department of Commerce has intensified its gathering of information on the role of investment. In addition to detailed censuses in 1950 and 1957 (unfortunately, the 1964 version of this vitally important seven-year reading has been held up for lack of funds), regular annual reporting of investors' activity on a broad-sample basis has recently been instituted to bridge the gap left by the neglect of investment operations in the regular balance of payments. We now know, for example, the critical fact that about a quarter of all exports are sales to U.S. subsidiaries abroad, and that about a sixth of all reported U.S. investment in manufacturing abroad (itself a third of all investment abroad) consists of financing of equipment for production abroad by subsidiaries."

One of the study's basic conclusions is that U.S. production abroad "stimulates foreign demand for imports through its stimulation of foreign production and the resulting higher income levels, and it also tends to orient this increased demand toward U.S. sources of supply."

A further conclusion holds that "the balance of payments as an instrument of analysis does not at present lend itself effectively to gauging the impact of international production on the national economy and on its financial structure."

Rising ratio

With U.S. production abroad steadily rising—having gone from an estimated 2 to 1 over exports in 1950 to 4 to 1 in 1964—the NICB study holds that overseas manufacturing is "established" as a means of responding to foreign demand, and furnishes "the primary link between U.S. producers and foreign markets." The study continues:

". . . (The) returns from international trade are now achieved primarily by deployment of production facilities, not by trade in products. . . . Today, international economics must, for better or worse, be concerned with movement of factors, rather than with trade in products as the primary means for achieving global efficiency of production."

Write: Service Extension Division, National Industrial Conference Board, 845 Third Avenue, New York, N.Y. 10022.

RECEIPTS	PAYMENTS
Finance	
Repatriated earnings	Capital outflow for new projects Capital outflow to maintain the position of existing investment
Trade	
U.S. exports of capital equipment U.S. exports of raw material U.S. exports generated by "foreign presence"	Directly displaced U.S. exports U.S. exports displaced by third country sales of affiliates Increased U.S. imports
Service	
Royalties and fees	

Jeep caravan on trade visit to East Europe

Kaiser International Corp. tour goes from Poland to four lands

A modern caravan of four-wheel drive vehicles is moving across East Europe this month in a demonstration tour to build trade.

Fifteen "Jeep" vehicles, manufactured by Kaiser Jeep International Corp. and its overseas affiliates, set out on May 9 from Gydnia, Poland, and will continue through Czechoslovakia, Hungary, Rumania and Bulgaria.

S. A. Girard, president of Kaiser Jeep International, said the purpose of the tour is "to demonstrate the international lines of Kaiser 'Jeep' products to potential users in East European countries, in keeping with the U.S. Government's program encouraging East-West trade."

Secretary of Commerce John T. Connor called the caravan "an imaginative technique to promote U.S. exports." The Department has given its support to the product introduction tour, which comes as a response to President Johnson's appeal to build trade bridges with the East.

The Office of Export Control has issued a license to export eight "Jeep" vehicles from the United States for the caravan and has authorized the re-export of vehicles from Kaiser affiliates in India and Israel, and expressed no objection to inclusion of four vehicles manufactured in Argentina and Brazil.

The first exhibitions and practical demonstrations of the "Jeeps" were scheduled to be held in Warsaw May 15 through 19. Four-day shows will be held in Prague, Bucharest and Sofia. Shorter demonstrations are planned for Poznan, Poland, Brno and Bratislava, Czechoslovakia, and Plodiv, Bulgaria.

Last year another multi-vehicle tour was sent through Central America by Industrias Kaiser Argentina and Willys-Overland do Brasil. All of the companies represented in both caravans manufacture vehicles for sale through Kaiser's Worldwide Distribution program, which permits dealers in more than 150 sales areas to obtain "Jeeps" and parts from 31 licensed foreign plants.

CARAVAN TO EAST EUROPE includes these six 'Jeep' vehicles assembled at Kaiser Jeep Corporation plant in Toledo, and nine others. They were sent to Poland by freighter for tour starting May 9.

East-West trade bill

Secretary of State Dean Rusk has sent a proposed draft of an East-West trade bill to Congress. This development, which occurred at *International Commerce's* deadline May 11, will be reported in detail in next week's issue.

For Mexican trade contacts, try American Chamber there

U.S. firms seeking to do business in Mexico are invited to use the services of the American Chamber of Commerce of Mexico. They can obtain a list of Chamber members who might be interested in business proposals, or publish offers—either "blind" or with name and address given—in the Chamber's monthly, *Ofertas Comerciales*, a Spanish-language trade bulletin.

Write: American Chamber of Commerce of Mexico, Apartado Postal 82 Bis, Mexico 6, D. F.

Expanded library reopens in Congo

In Leopoldville, the Congolese Minister of National Economy, Grigoire Kashale, and representatives of the major businesses, banks and foreign embassies, were welcomed last month to the expanded Commercial Library at the U.S. Embassy by U.S. Ambassador G. M. Godley.

Since the opening, an increasing number of local businessmen have been making use of library materials. American businessmen, visiting the Congo, are also invited to consult the library's agency index file and other commercial information.

Businessmen in the United States may contribute catalogues, price lists, and promotional literature through the Commercial Officer, American Embassy APO, New York 09662.

EXPANDED U.S. COMMERCIAL LIBRARY reopened at the American Embassy in Leopoldville, in April, to an increasing number of Congolese businessmen. American businessmen visiting the Congo are invited to use the agency index files and other business information and to submit their own sales material.

Direct U.S. bank affiliations tabulated for 73 countries

Service networks back U.S. opportunities there

Recent rapid expansion of U.S. banking facilities in countries of Latin America, Africa, The Near and Far East and Southeast Asia offers American exporters and investors further reason to turn their attention to trade and investment opportunities in these areas.

There is now an impressive lineup of branch offices, resident representatives and banking affiliates of American banks reaching into about 70 nations.

This service network has grown alongside the traditional linkups of correspondent banks, through which almost any local bank in the U.S. can assist in commercial transactions throughout the world.

The following is a list prepared in the Office of International Investment, U.S. Department of Commerce. It indicates countries where U.S. banks have informed this office that they maintain representation through branch offices, resident representatives or participation in other banking institutions:

1. **American Express Co., Inc., New York:** Greece (2), India (2), Pakistan (2), Okinawa.

2. **Bank of America NT & SA, Bamerical International Financial Corp., San Francisco and New York:** Argentina, Brazil, Guatemala, Mexico, Nicaragua, Panama, Venezuela, Lebanon, Turkey, Greece, Iran, Libya, Morocco, Tunisia, Burundi, Cameroon, Congo (Brazzaville), Congo (Leopoldville), Ivory Coast, Kenya, Nigeria, Rwanda, Senegal, Tanzania, Uganda, Zambia, India, Pakistan, Malaysia, Singapore, Thailand, Guam, Okinawa, Taiwan, Truk, Philippines.

3. **Bankers Trust Company, Bankers International Corp., New York:** Colombia, Tunisia, Liberia, Nigeria, Cameroon, Congo (Brazzaville), Ivory Coast, Senegal, Philippines, Taiwan, India, Malaysia.

4. **Chase Manhattan Bank, Chase International Investment Corp., New York:** Dominican Republic (2), Trinidad, Mexico, Panama (5), Argentina, Brazil (17), British Guiana, Colombia, Peru, Venezuela (8), Greece, Iran, India, Malaysia, Singapore, Thailand, New Guinea, Philippines, Basutoland (12), Bechuanaland (9), Cameroon, Gambia, Ghana (30), Kenya (38), Liberia, Malawi (13), Mozambique (2), Nigeria (64), Rhodesia (87), Sierra Leone (10), Swaziland (9), SW Africa (36), Tanzania (20), Uganda (14), Zambia (21), Ivory Coast.

5. **Chemical Bank New York Trust Co., Chemical International Finance, Ltd., New York:** Mexico, Nigeria, Venezuela, Philippines.

6. **Continental Illinois National Bank & Trust Co., Continental International Finance Corp., Chicago-New York:** Argentina, Colombia, Latin America Pakistan, Philippines, Zambia.

7. **Fidelity-Philadelphia Trust Co., The Company for Investing Abroad, Philadelphia:** Colombia, Ecuador, Peru, Latin America, Venezuela, India, Israel.

8. **First National Bank of Boston, Boston Overseas Financial Corp., Boston:** Argentina (5), Brazil (4), Israel, Philippines, Colombia, India.

9. **First National City Bank, First National City Overseas Investment Corp., New York:** Dominican Republic, Trinidad & Tobago, Jamaica, Mexico (5), El Salvador, Honduras (6), Panama (6), Argentina (10), Brazil (11), Bolivia, Chile (3), Colombia (6), Ecuador (2), Paraguay (2), Peru (2), Uruguay (2), Venezuela (4), Cameroon, Cent. African Rep., Chad, Congo (Brazzaville), Dahomey, Gabon, Ivory Coast, Liberia, Mali, Mauritania, Niger, Nigeria, Senegal, Togo, Upper Volta Lebanon, Saudi Arabia, Trucial States, India (5) Pakistan, Malaysia (3), Singapore (3), Philippines (3), Taiwan.

10. **First Pennsylvania Banking & Trust Co., First Pennsylvania Overseas Investment Corp., Philadelphia:** Israel, Colombia, Philippines.

11. **Irving Trust Company, Irving International Financing Corp., New York:** Pakistan, Latin America, Nigeria, Philippines.

12. **Manufacturers Hanover Trust Co., Manufacturers Hanover Int'l Finance Corp., New York:** Mexico, Brazil, Colombia, Peru, Venezuela, Lebanon, Greece, Philippines, Malaysia, Thailand.

13. **Mellon National Bank and Trust Co., Pittsburgh, Mellon Bank International, New York:** Argentina, Brazil, Chile, Colombia, Ecuador, El Salvador, Guatemala, Honduras, Jamaica, Nicaragua, Paraguay, Peru, Trinidad, Uruguay.

14. **Morgan Guaranty Trust Co., Morgan Guaranty International Finance Corp., New York:** Mexico, Argentina Brazil, Peru, Venezuela, Cameroon, Congo (Leopoldville), Gabon, Ghana, Ivory Coast, Morocco, Senegal, Tunisia, India, Pakistan, Malaysia, Philippines, Taiwan.

15. **Philadelphia National Bank, Philadelphia International Investment Corp., Philadelphia:** Colombia, Philippines.

16. **Western Bancorporation International Bank, New York:** Nicaragua, Thailand, Greece.

Country locator list for banks

This country-by-country listing uses the bank numbers given in story above:

LATIN AMERICA: Mexico 2, 4, 5, 9, 12, 14; Guatemala 2, 13; El Salvador 9, 13; Honduras 9, 13; Nicaragua 2, 13, 16; Panama 2, 4, 9; Colombia 3, 4, 6, 7, 8, 9, 10, 12, 13, 15; Ecuador 7, 9, 13; Peru 4, 7, 9, 12, 13, 14; Bolivia 9; Chile 9, 13; Venezuela 2, 4, 5, 7, 9, 12, 14; British Guiana 4; Brazil 2, 4, 8, 9, 12, 13, 14; Paraguay 9, 13; Uruguay 9, 13; Argentina 2, 4, 6, 8, 9, 13, 14; Dominican Republic 4, 9; Trinidad & Tobago 4, 9, 13; Jamaica 9, 13.

AFRICA: Burundi 2; Cameroon 2, 3, 4, 9, 14; Cen. Afr. Rep. 9; Chad 9; Congo (Brazzaville) 2, 3, 9; Congo (Leopoldville) 2, 14; Dahomey 9; Gabon 9, 14; Ghana 4, 14; Mauritania 9; Morocco 2, 14; Niger 9; Nigeria 2, 3, 4, 5, 9, 11; Rwanda 2; Senegal 2, 3, 9, 14; Sierra Leone 4; Tanzania 2, 4; Togo 9; Ivory Coast 2, 3, 4, 9, 14; Kenya 2, 4; Liberia 3, 4, 9; Libya 2; Mali 9; Basutoland 4; Bechuanaland 4; Swaziland 4; Tunisia 2, 3, 14; Uganda 2, 4; Upper Volta 9; Zambia 2, 4, 6; So. West Africa 4; Gambia 4; Malawi 4; Mozambique 4; Rhodesia 4.

NEAR EAST—SOUTHEAST ASIA: Greece 1, 2, 4, 12, 16; Turkey 2; Iran 2, 4; Lebanon 2, 9, 12; Israel 7, 8, 10; Saudi Arabia 9; Trucial States 9; Pakistan 1, 2, 6, 9, 11, 14; India 1, 2, 3, 4, 7, 8, 9, 14.

FAR EAST: Thailand 2, 4, 12, 16; Malaysia 2, 3, 4, 9, 12, 14; Singapore 2, 4, 9; Taiwan 2, 3, 9, 14; Philippines 2, 3, 4, 5, 6, 8, 9, 10, 11, 12, 14, 15; Okinawa 1, 2; Guam 2; Truk 2; New Guinea 4.

U.S. Center in Milan will show chemical processing equipment

Scheduled for October, display will coincide with triennial Italian exhibition and seminar, "Chemical Review 1966"

The Italian chemical industry, one of the fastest growing in the world, will be the target next fall of the first U.S. export promotion exhibition of chemical processing equipment.

The Bureau of International Commerce will stage the show Oct. 8-16 at the U.S. Trade Center in Milan and invites American manufacturers to take part.

A market development campaign now in progress is expected to attract trade visitors to the show from all parts of Italy and from neighboring countries.

The Trade Center show will coincide with the 17th International Congress, "Chemical Review 1966," sponsored by the Italian Chemical Society and the Italian Association of Chemical Engineering. This triennial exhibition and seminar will be held on the adjoining Milan fairgrounds.

A market survey by the Bureau shows that the Italian chemical industry plans to invest a record $800 million in new plants and equipment this year and that a billion dollar level is anticipated by 1968. The 73 new plants built in the past five years are operating at full capacity and some already are scheduled for expansion.

Export potentials for U.S. chemical processing equipment are especially good as Italian industry shifts toward complete automation, high-capacity production, new processes, and extreme operating conditions of temperature and pressure.

The market survey pinpoints sales opportunities for the following U.S. products:

Instrumentation and automation controls; grinders for plastic materials; spray dryers for soaps and detergents; equipment for metalizing plastic materials; lamination equipment; centrifugal compressors, especially for high-pressure, high-capacity services; and paint pigmentation equipment.

U.S. firms interested in taking part in the Milan Trade Center show may obtain additional information from the Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230, or from any of the Department's 42 Field Offices.

Experimental test units set for Frankfurt

A unique overseas show-and-sell exhibition of equipment to create any environment affecting man and his products is scheduled by the Commerce Department for the U.S. Trade Center in Frankfurt.

The show, to be staged Oct. 5-12, will be devoted to advanced U.S. equipment to test product performance under such simulated conditions as vibration shock, extreme temperature and pressure, humidity, solar and nuclear radiation, and products reaction to sea salt, sand, dust, mold and fungus corrosion.

Planned by the Department's Bureau of International Commerce with assistance from the Institute of Environmental Sciences of Mt. Prospect, Ill., the Frankfurt show is expected to attract buyers, agents, distributors, technicians and end users from throughout West Germany and enighboring countries.

The show's sales target is the European producer of electronic components and systems, space vehicles and satellites, weather rockets, pharmaceuticals, paper, textiles and lumber, and the food and transportation industries.

A Bureau survey shows that these industries are in the market for laboratory and plant simulation devices to aid in designing and producing better equipment and consumer goods. Sales opportunities for U.S. products are promising.

Write: Bureau of International Commerce (code 8193), U.S. Department of Commerce, Washington, D.C. 20230 (phone: area code 202-WO 7-5791), or any of the Department's 42 Field Offices.

Cologne fair 'open sesame' for housewares

Twenty-six U.S. exhibitors cite gains from association project

"Operation Cologne 1966," a do-it-yourself entry by an American trade association into the world's biggest housewares-hardware fair, is cited by experienced observers as a shining example of overseas sales promotion.

Paul E. Pauly, director of the Commerce Department's Office of International Trade Promotion, puts it this way:

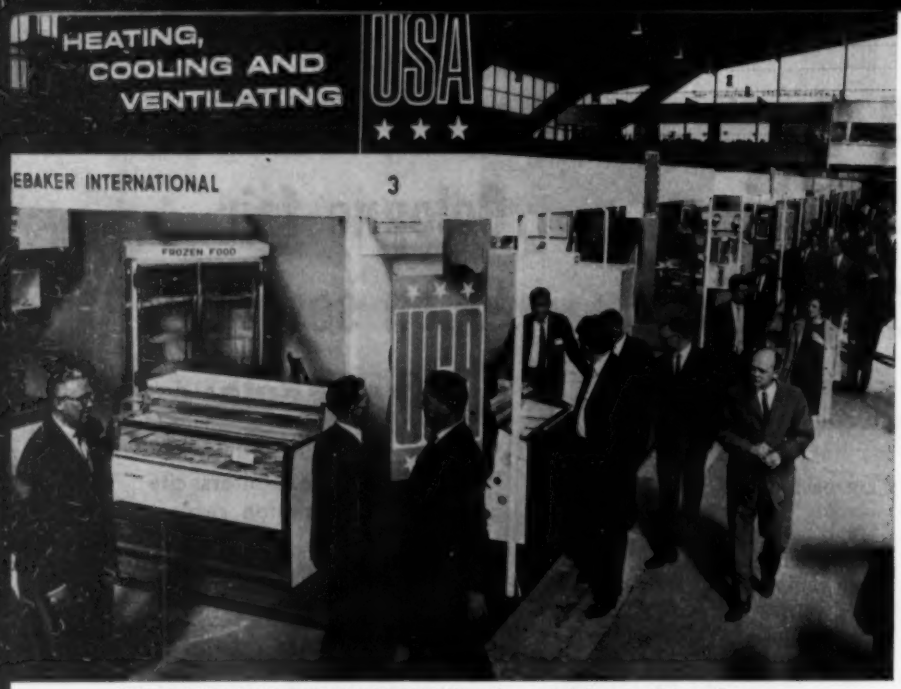
"The initiative and imagination shown by the National Housewares Manufacturers Association which led to the sponsorship of a hard-sell promotional exhibition of U.S. products at Cologne in March 1966 is to be commended and deserves the consideration of other national associations of U.S. manufacturers who are encouraged to undertake in a positive way the promotion of American exports to foreign markets."

Mission helped

Twenty-six leading manufacturers participated in this initial industry-wide breakthrough in the European market, spurred by a 1965 NHMA Trade Mission to the Continent which inspired them to "get their feet wet."

The four-day Cologne fair attracted more than 58,500 trade visitors from 55 countries, and the opening-day press conference drew over 75 journalists from leading Europe n business publications, daily papers and radio-television stations. U.S. exhibitors, occupying 8,000 square feet of space, wrote a variety of on-the-spot orders, made widespread and important contacts with buyers, sales agents, merchandising executives and others.

The American executives learned much about the European market from the experience. Later, they described what they found in words like these: "booming," "potential is fantastic," "wide open for our type of goods," "large market for quality products."



'USA' EMBLEM WAS SEEN FOR FIRST TIME at the storied Hanover Fair in Germany.

SALES TALKS WENT ON CONTINUALLY as in this conversation between Waterbury International's representative (left) and buyers from Greece.

Sales, prestige at Hanover fair

Hanover, Germany, calls its annual exhibition THE international trade fair in proud reference to its traditions, scope and wide sales representation—and many businessmen throughout the world agree. This year the official emblem of a United States exhibit went up at Hanover for the first time, with 66 companies joining in a showing of heating, refrigeration and air conditioning equipment.

GERMANY'S CHANCELLOR LUDWIG ERHARD (left, above), with U.S. official Paul Brent, and diplomats from Europe, Africa, Asia (below) looked at U.S. products.

BUSY AISLES BROUGHT THOUSANDS OF VISITORS each day. The U.S. joint exhibit combined the efforts of 66 firms in heating, cooling fields.

These companies' sales during the fair's nine days totaled nearly $500,000, and projected sales through the next year as a result of the exhibition are expected to reach $7,160,000.

Dr. Ludwig Erhard, Germany's Chancellor, paid a 45-minute visit to the U.S. pavilion, congratulating the U.S. firms on their strong representation, and then inviting them to return in future years.

Four U.S. helicopters flew officials and VIP's to the fair from the German aviation show running concurrently at Hanover.

AMERICAN AND GERMAN BUSINESSMEN EXCHANGE CARDS at Rubatex Corp. booth (below).

AN ATTRACTIVE SPECIAL FEATURE of the American exhibit was a display of Gemini space hardware and showings of a "Walk in Space" movie.

EXHIBITION BRIEFS *WORLDWIDE*

LONDON IDEAL HOME, March 1-26. 445 exhibits, from 13 countries, in a wide range of consumer goods, 5 AMERICAN EXHIBITORS. Attendance (trade and public) 1,038,885 exceeding a million for the 20th year. Biggest and best attended general consumer show in Great Britain.

PARIS AGRICULTURAL MACHINERY, March 8-13. 843 exhibitors from 27 countries. 97 AMERICAN EXHIBITORS. 2201 trademarks represented, more than 10,000 machines. Attendance (trade and public) 585,000, a 12% increase, including the agricultural ministers of 12 countries. No sales estimates. An excellent introduction vehicle for U.S. companies presenting competitively priced or technically advanced equipment. Next exhibition March, 1967.

PUBLIC ADDRESS EXHIBITION, Harrow-on-the-Hill, England, March 15-17. 43 exhibitors, from six countries, 1 AMERICAN EXHIBITOR. Attendance (trade only) 3,830, a record. Recommended for U.S. manufacturers of microphones, amplifiers and audio frequency cables.

MARSEILLE SPRING FAIR, March 24-April 4. Boats, camping equipment, household appliances, furniture, garden tractors and machinery, food, wines, toys, books and wearing apparel. 21 AMERICAN EXHIBITORS, more than previous years. Boat show was principal attraction with trend toward more expensive equipment. Camping equipment impressive. Attendance (trade and public) 391,600, a 10% increase. Exhibitors satisfied and sales increased.

ZAGREB SPRING FAIR, April 16. 1073 exhibitors from 24 countries. 14 AMERICAN EXHIBITORS. The 11th Yugoslav Seminar and Exhibition on Regulation, Measuring and Automation was held within the fair.

America Week held in another French department store

Prisunic promotion follows two held in stores in Paris

Prisunic, a French chain of more than 200 variety stores, featured $2.7 million worth of American consumer products in an America Week campaign that just ended.

The store thus joined Galeries Lafayette and Au Bon Marche in the America Week program (see INTERNATIONAL COMMERCE, April 25, page 2).

And Printania Stores, Prisunic's subsidiary in Dakar, Senegal, is scheduled to stage an America Week-type promotion later this month. For this event, the Bureau of International Commerce is supplying cowgirl outfits, "Americana" phonograph records, and available material from any of the three previous promotions in France.

BIC supplied 500 cowgirl costumes for Prisunic salesgirls. Blue Bell, Inc., Greensboro, N.C., donated the skirts and material for matching vests and ties. Other promotional materials provided by BIC included 2,000 authentic reproductions of "Reward" posters from the Old West, 700 American flags and 15,000 travel posters. The merchandise included $846,000 worth of apparel items, $945,000 of hardware and $887,000 of food products.

How to participate

Overseas retailers planning an America Week promotion make their merchandise selections, either through overseas offices or agents of American manufacturers or through an appropriate U.S.-based buying office.

Announcement of each separate America Week promotion, along with the name of the related buying office, is made by INTERNATIONAL COMMERCE. In addition, Commerce's Business and Defense Services Administration is developing lists by commodity categories of manufacturers and distributors interested in selling to overseas retailers. When the participating retailer agrees, BDSA notifies listed companies that their product category is to be included in a scheduled America Week promotion.

An important aspect of the program involves the need for consumer-interest exhibits designed to attract the general public to stores holding an America Week. To meet the requirements of the program, the exhibits should be attractive, interesting and typically American in nature. The exhibits can illustrate American art, science, or technology, and can be educational, cultural, or even commercial.

Applicants are asked to give a brief description of the exhibition or demonstration, and indication of the languages in which it is available, and the basis on which it can be made available for use abroad—such as required lead time and necessary restrictions upon its use.

Write: America Week, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

U.S. home products best sellers now in West Europe

U.S.-made furniture and a wide variety of products for the home were among the best sellers in European department stores that staged special promotions of American consumer goods last year.

The report, from the Bureau of International Commerce, covered sales campaigns by six independent retail organizations controlling 96 stores in Austria, Belgium, England, Germany, Switzerland and Sweden. The stores bought about $7 million worth of U.S. merchandise for the campaigns, which were held with such titles as "Vivamerica," "Live Like an American" and "Shop America."

All featured housewares, including glassware, china, kitchen utensils, barbecues and gifts. These items were reported among the best sellers everywhere, especially in Sweden. Textiles and linens also were featured in all the promotions and were best sellers with all but the Swedes.

Both indoor and outdoor furniture were highlighted in five campaigns. Outdoor furniture was a best seller everywhere except Sweden. Indoor furniture was popular in Germany and Belgium.

Figures at Osaka

A close-of-fair bulletin from the United States Exhibition at the Osaka, Japan, International Trade Fair gives final off-the-floor sales figures of $427,740 and a forecast of $6,194,000 in sales during the next 12 months. A total of 3,908 registered printing and baking equipment buyers came, of 10,000 invited.

SCANDINAVIAN BUSINESSMEN, aware of the shortage of qualified automotive mechanics, realize they need better working methods, more sophisticated equipment and quality replacement parts.

Scandinavians seek car repair equipment

Twenty-eight exhibitors, representing 39 U.S. firms, attracted more than 800 Scandinavian visitors to the Automotive Maintenance and Repair Equipment Show at the Stockholm Trade Center.

The week-long show brought off-the-floor sales exceeding $100,000. Preliminary estimates indicate that the exhibitors anticipate sales of well over $1.5 million in the next 12 months. Many exhibitors signed agents and distributors.

VISITOR PARTICIPATION in product demonstrations, as at the booth of Cleco Tools, successfully attracted potential customers. Wonder-Seal signed exclusive distributors in Sweden, Denmark and Norway.

SAFETY-CONSCIOUS SCANDINAVIANS showed special interest in items like the seat belts and harnesses displayed by the Beam Manufacturing Co.

ARGENTINA

'Good' market not 'easy'

Exchange shortage, foreign competition mean hard work for U.S. exporters

By JOHN F. TROY
Commercial Attache, U.S. Embassy, Buenos Aires

Unless the current slow-down in the rate of industrial expansion becomes accentuated, Argentina's import total in 1966 should approximate the 1965 level of about $1.2 billion.

That amount of foreign purchases puts Argentina in the top 25 importing countries of the world. Considering volume alone a market of this size would certainly qualify as one with good prospects.

However, if "good" is equated with "easy," then the prospects are not good. By no stretch of the imagination can 1966 be forecast as a year of easy sales.

Foreign purchases will be up but general market conditions are expected to remain fairly similar to last year, which means that U.S. export managers can look forward to another year of hard work.

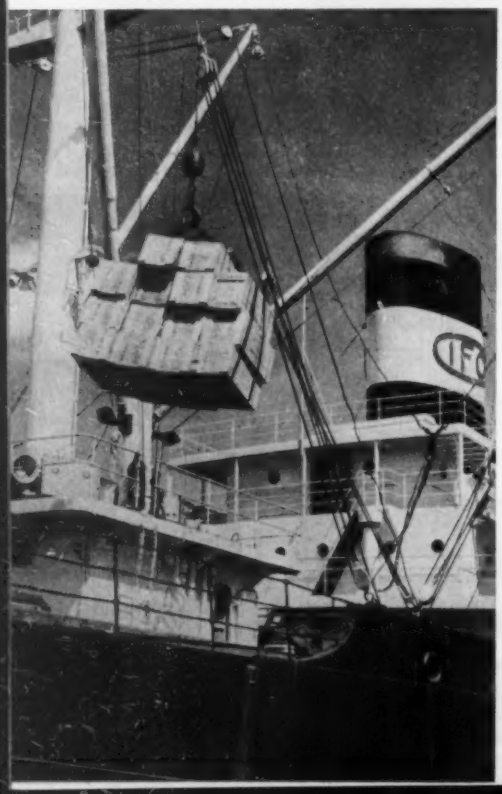
The non-U.S. competition will remain intense and generous credit terms will be necessary, particularly for big ticket capital goods.

Despite three successive years of substantial favorable trade balances, Argentina's foreign exchange reserves are still not considered sufficient to allow major relaxations in the tight Government controls on trade. However, some general improvement has been achieved which should be a continuing benefit in coming months.

The advance import deposit on most raw materials and semi-processed goods, originally set at 100%, has been successively cut and now stands at 50%.

Many complete exceptions have been made with the result that approximately 80% of all imports are now coming in without any prior deposits. The large backlog of remittance requests held up most of last year in the Central Bank has been eliminated and new applications for exchange remittances are being processed without substantial delay.

CARGO SWINGING ASHORE is a familiar sight as Argentina, in spite of Government controls on trade, continues to be a leading purchaser of goods from abroad. The United States, in cultivating this market, faces stiff competition from other countries.



Prescribes payments

While this improved situation is welcome to all shippers to Argentina, capital equipment sales will still be subject to Central Bank Circular 196, which sets maximum down payments, grace periods before first payments, and amortization schedules more lenient than the Export-Import Bank and the Foreign Credit Insurance Association generally will accept. U.S. shippers, therefore, will still be hard-pressed to provide the credits these equipment sales demand.

Since the big buying during the 1959-62 investment boom, machinery imports have fallen off drastically. Worn out equipment will soon have to be replaced and many producers will find it necessary to improve productivity and cut costs with more modern machines. How far this will go, of course, will depend on domestic business conditions.

The industrial picture is mixed, with some sectors producing below the 1965 level and others maintaining or increasing output. The decrease in general business liquidity has been a main factor in the sales and production declines, which have occurred mainly in heavy industry and consumer durables.

Last year the Government began to restrict the expansion in means of payment and at the same time tightened up on tax collections. Inflation, however, continued its upward push so the Government has also adopted a policy of limiting wage increases and prices in 1966.

Line not holding

Generally the firm line on wages and prices has been less successful than the policy aimed at holding down increases in the means of payment. The flow of new money slowed down, and, as credit tightened, difficulties began to show up in a number of areas in the economy.

Steel sales are considerably down from last year's peaks and slightly lower than the levels reached 12 months ago. The same situation exists in plastics, chemicals, household durables and automobiles.

Production curves are following this same downward trend and in a number of important areas have anticipated it. In fact this early easing off in production now appears as a plus factor, as stocks generally are not as high as they were prior to the downturn of 1962.

While it is still a little early to be sure, the current dip should not be of long duration. In addition to the more manageable inventory situation there are a number of factors pointing to improvement.

Most important is the long awaited upturn in construction activity. Construction has been picking up very well and appears to be nearly balancing out the downtrend in most manufacturing sectors. If this situation continues and industry

does not slacken off too much more, the prospects for the last half of the year would be much more optimistic.

The Government will be taking every available step to prevent any really serious slowdown in the economy, particularly if unemployment increases significantly. The political implications of increasing unemployment and general labor unrest due to inadequate liquidity cannot be ignored for long by the Government managers of the economy. They would like very much to curb inflation, but not at the expense of a serious industrial and commercial downturn.

The current wheat crop is estimated to be some 40% under last year, but that was practically an all-time production record. This reduced wheat crop is being reasonably well compensated for by a bumper corn crop now being harvested. The short wheat crop will hurt particularly in the interior, but the pain will be all but soothed by the fine returns of corn.

A number of big capital development plans have been formulated and are being pushed to fulfillment. These undertakings will produce interesting business in themselves, and should generate a considerable volume of secondary commercial and industrial activity.

Development plans

SOMISA, the substantially Government-owned steel complex, is planning for immediate execution of a million-ton expansion to be financed from international credit sources. This expansion will require an input of approximately $120 million, the overwhelming majority of which will come from the United States.

SOMISA is currently drawing on a $10 million project credit from Export-Import Bank.

This push to expand is equally apparent in the private sector of the steel industry. Export-Import has recently signed a project loan agreement with Dalmine-Siderca Steel Mill for $1.6 million. ACINDAR is actively working on financial plans to raise its current annual production of 100,000 tons of steel billets to over 700,000 tons.

The Argentine State Railroads have begun a program of rehabilitation which should generate very substantial equipment purchases. A group of tenders in response to a call for bids for 2,000 new freight cars to be supplied from local sources has just been opened. The imported content will probably reach 40%.

BUENOS AIRES HARBOR is gateway for major flow of imports, expected to climb somewhat in 1966.

This is the first of an expected series of railroad equipment bids which will include not only rolling stock but will call for track and roadbed improvement, signal systems and locomotives. It is unlikely that any substantial amount of this material will be imported in finished form.

The Argentine State Steamship Lines has an open call for bids (tenders should be in by June 2) for nine freighters, six of which are to be constructed in Argentine yards and will require imported materials and equipment.

The licensing and joint venture prospects in all of this business are excellent, but will require careful and detailed investigation and negotiation. U.S. Government investment guarantees can be obtained for convertibility.

As has been noted frequently before, Argentine demand, which is potentially tremendous, is effectively limited by the availability of external financing—either in the form of new investments or official Government to Government credits.

While the future is still considerably clouded, there are indications that the investment situation may be improving.

Current Government policy in the economic/fiscal field is definitely more encouraging to the investor. Tax reforms in administration and collection procedures have resulted in greatly increased revenue and have tended to equalize the unfair competition from semi-legitimate and small operators who were evading taxes and social charges.

The "politically established rate structure" for public utilities has been seriously bent if not broken. The rates charged by state enterprises for services such as gas, electricity, rail and air transport have been adjusted upwards to reflect operating costs.

Much remains to be done in this field, particularly in rail transport, but given the political realities of the situation, one should not expect or demand the impossible too quickly.

Combatting inflation

As mentioned earlier, Argentina has recognized the vital need to contain inflation. A wage and price policy has been established for the year—no more than a 15% wage increase in wages may be transferred to prices, and prices should not increase over 12%.

Considering all the pressures and forces working against this restraint policy, even if it is only partially successful it will be a major improvement over the 25 to 35% recent annual inflation.

The long-standing impasse between the Government and the foreign private oil companies is being resolved. Settlements have been reached with six foreign contractors and negotiations are proceeding with the two unsettled contracts.

Algeria decrees new trademark laws, joins Paris Union

Effective in March, law is first such action since independence

Algeria has adopted its first patent and trademark laws since independence. Decree No. 66-54 of March 1, 1966, constitutes Algerian law on patents and Decree No. 66-57 of March 25, on trademarks.

Also, by Decree No. 66-48 of Feb. 28, effective March 1, Algeria adhered to the International Convention for the Protection of Industrial Property of 1883 (Paris Union) and all subsequent revisions.

Trademarks had been registrable in Algeria since independence under a temporary extension of the French law. Under the new law, owners of Algerian trademark rights based on deposits prior to July 3, 1962, must now request the maintenance of these rights from Algerian authorities within six months. Trademark regulations with sample registration forms also have been adopted, by Decree No. 66-63 of March 26.

Patent protection existing in Algeria prior to July 3, 1962, by virtue of French registration will be extended only under the condition of having been exploited in Algeria in a continuous manner since that date. In addition, patents exploited by state-owned or worker-managed (autogere) enterprises since June 3, 1962, now are considered as property of such enterprises.

Loan copies of these decrees in French are available from Foreign Business Practices Division, BIC-824, U.S. Department of Commerce, Washington, D.C. 20230. Applications and inquiries concerning patents and trademarks should be addressed to Monsieur Bendriss Brahim, Directeur, Office National de la Propriete Industrielle, 40-42 rue Ben M'Hidi Larbi, Algiers, Algeria.

HIGH FIDELITY EQUIPMENT

A Paris importer of radios, television sets and high fidelity and acoustical equipment seeks a license to manufacture high-fidelity equipment. Established in 1955, the firm is experienced in installing high-fidelity ensembles.

Write: Serper Electronic, 102 rue La Boetie, Paris (8) France. WTD

VAST NORTHEAST

Brazil area gets new bounce

Synthetic rubber plant offers possibilities for industrial growth in section formerly dependent on sugar cane

Industry has come to Northeast Brazil —and with it optimism for the economic growth of the area.

Northeast Brazil contains one-third of the country's population of 70 million, and one-fifth of its land.

The area is one of acute poverty with one predominant source of income—sugar cane.

Last September, a synthetic rubber plant, Companhia Pernambucana de Borracha Sintetica, COPERBO, opened near Recife, with a capacity of 27,500 metric tons per year of polybutadiene rubber. The primary raw material, alcohol, is a by-product of the sugar industry.

The total cost of the plant is approximately $33 million. To date, COPERBO has received 14 million in dollars and the rest through foreign and domestic financing. Rohm & Hass, Firestone Tire and Rubber and Union Carbide Corp. are American firms participating in the financing.

AID provided $3.4 million and Cr$4 billion in loans as well as technical training for COPERBO engineers in the U.S. The project is strongly backed with U.S. technical know-how.

Surplus plant

The Lummus Co. dismantled a World War II surplus butadiene plant in Louisville, Kentucky, and supervised its transportation to Recife.

The Union Carbide Corp. provided know-how for the butadiene process and the Firestone Tire and Rubber Co. the technical help on the polybutadiene process. Union Carbide also sent five technicians to operate the butadiene unit and train COPERBO technicians in its operation. Firestone sent six technicians to Brazil for 18 months to administer the plant and train COPERBO personnel in plant administration.

Through its French subsidiary, the Societe Francaise des Techniques, Lummus procured most of the polybutadiene plant in France. The nitrogene unit for the plant came from Germany, and various items of specialty equipment from the United States.

The synthetic rubber process involves two major steps. First, ethyl alcohol is converted to butadiene through catalytic reactions. Second, the butadiene is polymerized into polybutadiene or synthetic rubber.

COPERBO directly employs 820 persons. But, by assuring the alcohol distilleries in the area a market for their product, a considerable amount of indirect employment is effected. The plant will consume 100 million liters of alcohol per year when in full production. This represents about 90% of the present alcohol production in the State of Pernambuco.

$30 million output

Estimated production is 23,500 tons in 1966 and 27,500 tons in 1967. Annual production when the plant reaches capacity will represent a total value of the equivalent of $30 million.

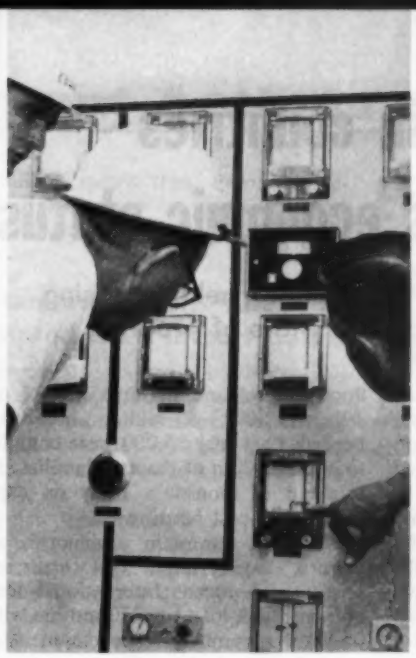
The COPERBO plant is expected to attract other industries to the region. Firestone Tire and Rubber plans to establish a plant in Pernambuco and other manufacturers of rubber goods may follow.

In addition, the 17 by-products of the plant all have potential industrial uses in the manufacture of paints, plastics, nylon, cellulose, acetate and polyethylene.

It has been estimated that these future industries, depending on COPERBO for their raw materials, will be able to provide direct and indirect employment for several hundred additional workers and technical personnel.

The plant is the second synthetic rubber plant in Brazil and the first plant in Latin America producing polybutadiene rubber.

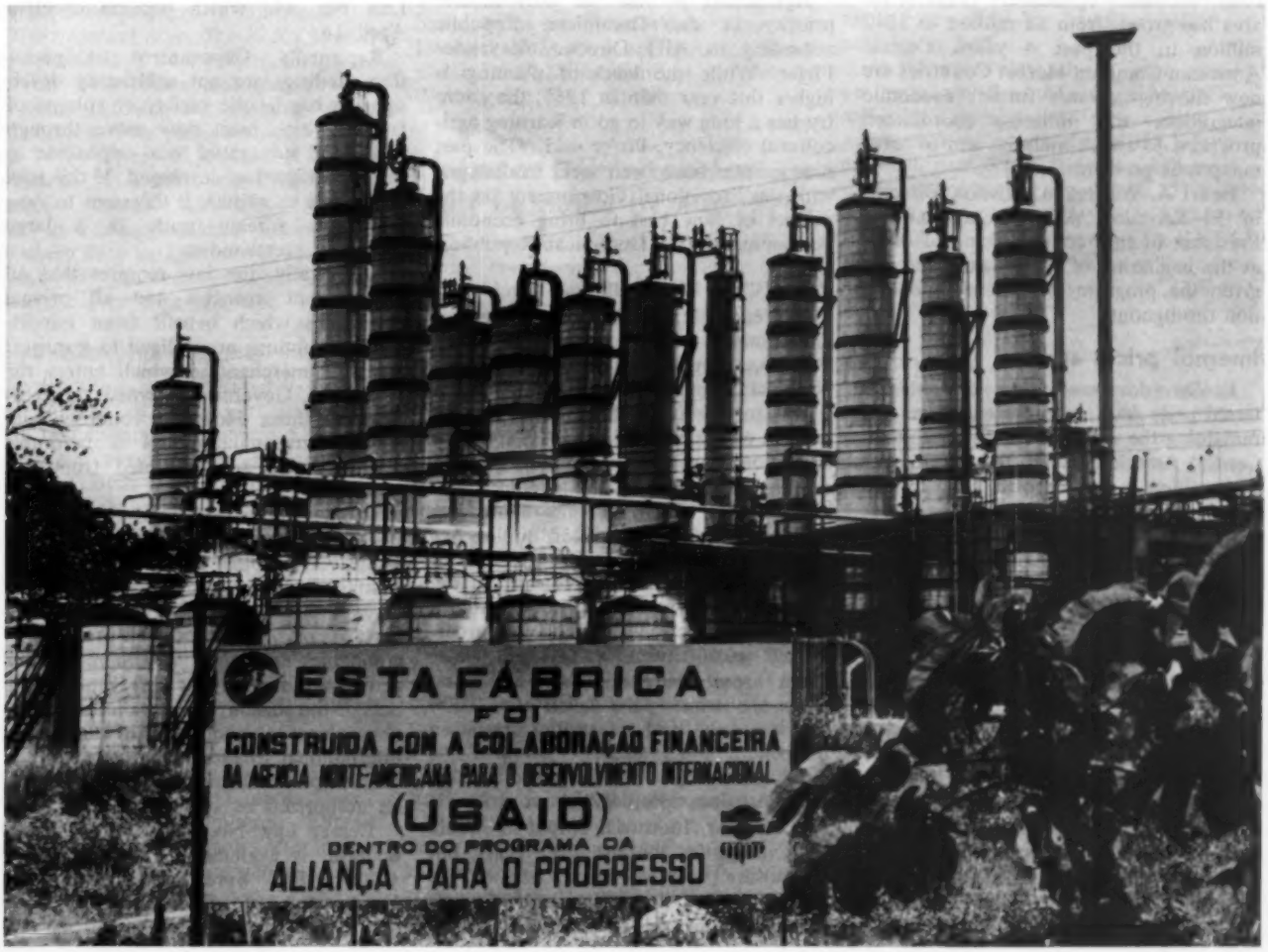
CAVALCADE BEARING SYNTHETIC RUBBER from developing Northeast Brazil moves south through Recife streets.



TECHNICIANS FROM U.S. FIRMS check instrument panel of synthetic rubber plant's butadiene unit.

BRAZILIAN TECHNICIAN makes final adjustment on butadiene unit from Union Carbide.

EXTERIOR VIEW OF COPERBO near Recife, Pernambuco. The Lummus Co. dismantled plant in Kentucky, supervised its transport and reassembly in Brazil.



AID chiefs in Latin countries review Alliance's economic status

Some are cautious, but long-term outlook held promising as Mission Directors assess first five years of program

At a Washington press conference following three days of closed sessions on the Alliance for Progress, AID Mission Directors from Latin America reviewed prospects for economic development in Peru, the Dominican Republic, Venezuela, Chile, Central America and Panama, El Salvador and Brazil. Optimism among mission directors ranged from "cautious" to "continued." Each Director named specific areas where initiatives are being taken.

Opening the session, Oliver L. Sause, Jr., Director of the Regional Office for Central America and Panama, says he feels "continued optimism." Trade in his area has grown from $8 million to $140 million in the past 4 years. Central American Common Market Countries are now moving towards further economic integration, and initiating coordinated programs to attack malaria, and to solve manpower problems.

Henri A. Weismann, Mission Director in El Salvador, pointed out that the President of that country assumed office at the beginning of the Alianza and has given the program exceptional cooperation throughout.

Internal prices stable

El Salvador now enjoys a stable internal price level with the exchange rate remaining the same for the past 32 years. Central American trade has grown from $14 million 4 years ago to $130 million last year. The weakening of the coffee market and the decline in cotton prices has brought increasing urgency to the problem of diversifying agriculture and developing industry.

Stuart H. van Dyke, AID Mission Director in Brazil, put that country's much-talked about inflation in perspective. While the rate of inflation was up 14% in the first quarter of this year, says Van Dyke, it should be realized that many of the prices that went up were Government controlled and were pulled up to be brought in line with the rest of the economy. Now that prices which had been suppressed are up, the rate of inflation should slow down. Brazilian initiatives are focused on the problem of flood control and housing. A UN team estimates that 8 million houses are needed. Last year 35,000 were completed to house 1/20th of the new families. AID is about to sponsor a study on experimental low-cost housing.

"In Peru the main problem is agriculture," says William T. Dentzer, AID Director. A recent International Development Bank loan for $20 million will be used for a community development program in the Andes. "The new Government is a stabilizing force, the rate of investment is good. The country's rate of growth is between 5½ and 6%."

Agriculture is also the number one priority in the Dominican Republic according to AID Director Alexander Firfer. While the level of planting is higher this year than in 1965, the country has a long way to go in learning agricultural efficiency, Firfer said. "The past nine months have been spent in dialogue with the Provisional Government on the subject of how best to bring economic development to the Dominican Republic."

Venezuela situation

In Venezuela, the Alliance is largely a Government effort, says Charles P. Fossum, Director. The Government's National Planning Program called for a 5½% to 6% increase in GNP. Fifteen percent of the national budget is spent on education, particularly to combat illiteracy. In 1961 33% of the populace was illiterate. By this year that figure has been cut to 16%. Over $250 million has been invested by the Government in agrarian reform. A major concern of the Government is settling 114,000 families on Government-owned land. Approximately 40,000 were settled last year. Other areas where initiatives are being taken are reducing the deficit of 600,000 housing units and expanding irrigation projects.

Director John P. Robinson, Chile, feels "cautious optimism" about prospects for this year. Industrial output is double the average for the last three years, but agriculture will be under, due to the severe floods of last August. Copper agreements passed through the legislature, should go into effect shortly. Other reforms are being initiated in the areas of taxes, labor and land.

The Mission Directors compared case studies drawn from field experience during the five years that the Alliance has been operating.

Guatemala requires foreign traders use state's transport

New law threatens to clog ports; many local businessmen protest

Many categories of privately-owned Guatemalan businesses and State enterprises must now use land, sea, and air transportation companies as well as harbor facilities belonging to the Guatemalan Government, according to Decree Law No. 444 which became effective April 14.

Reportedly, Government transportation facilities are not sufficiently developed to handle the variety or volume of freight which must now move through them, and substantial local opposition to the legislation has developed. If this new law stands as written, it threatens to slow drastically foreign trade in a large variety of merchandise.

Specifically, the law requires that all Government agencies and all private companies which benefit from import-duty exemptions are obliged to transport all their merchandise which enters the nation on Government-owned transportation facilities. However, countries with whom Guatemala enjoys a favorable trade balance are exempted from this requirement.

Imports by sea of goods included in the above description shall be effective exclusively through the national ports of Matias de Galvez or Champerico, as well as exports of manufactured, semi-manufactured or simply-processed products by companies enjoying development law privileges; minerals or any other products of the subsoil; and agricultural products subject to export licenses and quotas, international treaties or agreements.

Exemptions from these provisions may be authorized as appropriate.

Decree Law No. 444, in English and Spanish, is available on a 10-day loan from OIRE, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

India issues new development plan stressing agriculture

Projects already under way given preference over new ones

India's annual plan for the fiscal year which began April 1 gives priority to agriculture, stresses the need to complete projects already under way rather than beginning new ones, and strives for fuller utilization of existing industrial facilities.

Issuance of a detailed plan for this first year of India's Fourth Five-Year Plan is a departure from usual procedure. The Fourth Plan, however, has not yet been prepared in final form.

Development expenditures for 1966-67 are scheduled at $4.4 billion, slightly below the $4.8 billion estimated expenditures for 1965-66, the last year of the Third Plan. The plan document attributes the lower expenditures to the impact of the conflict with Pakistan, the resultant "hiatus" in foreign aid, the need to increase defense expenditures, the sharp drop in agricultural production caused by the 1965 drought, and the price rise beginning last year.

Some allocations higher

Expenditures are allocated as follows (in millions of dollars): agriculture, $562; community development, $136; irrigation and power, $976; industries and mining, $1,102; transport and communications, $900; social services, $632; and miscellaneous, $63.

Allocations for agriculture and industry and mining are higher than in 1965-66, while all other categories are lower, reflecting the plan's thrust. Within all phases of economic activity, those catering to the needs of agriculture, such as fertilizer production and rural electrification, have priority.

Production targets set for achievement by March 1967 include: foodgrains, 97 million metric tons; steel ingots, 7 million metric tons; aluminum, 100,000 metric tons; machine tools, $73 million (production value); nitrogenous fertilizers, 400,000 metric tons; sulphuric acid, 1 million metric tons; and cement, 12.5 million metric tons. Petroleum refining capacity is to be increased to 16 million metric tons.

Guatemala export industries exempted from import duties

Guatemalan industries which will export their manufactured goods outside the Central American Common Market (CACM) became entitled to special benefits under Decree-Law 443 on April 14.

The new legislation permits local firms which can qualify as export industries in accordance with the criteria set forth in the new legislation, to import raw materials, semi-manufactured goods, and packing materials free of duty. Strict controls are established to prevent the use of these materials in products sold in the CACM, and within Guatemala.

Decree-Law No. 443 in English and Spanish may be secured on a 10-day loan basis from the American Republics Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230.

Claims on Dominican damage must be made by May 21

The Dominican Republic has set up a special commission for receiving, investigating and processing all claims for losses resulting from the damage and destruction of property in the National District of Santo Domingo as a result of last year's civil strife.

Claims must be filed with the Commission by May 21.

U.S. nationals desiring to file such claims should **write:** Comision Depuradora De Reclamaciones Por Danos De Guerra, Calle Las Damas Esq. El Conde (Altos De Rentas Internas), Santo Domingo, Dominican Republic.

SURPLUS COAL

A recent forecast of the European Coal and Steel Community predicts that ECSC coal output will exceed demand by 30 million metric tons by 1970 if Member States continue to subsidize production at current levels. Effective demand for ECSC coal is expected to be running at 170 million tons a year at the end of the decade, while output is estimated at 200 million tons. An excess of 10 million tons had already been forecast for this year.

East Africa raises import duty rates on autos, textiles

Move aims to boost revenues, conserve foreign exchange

Import duty increases on some automobiles and textile goods were announced recently by the three members of the East African Common Market.

Kenya, Uganda and Tanganyika have put a duty of 40% ad valorem on motor vehicles with an engine capacity of from 1,800 to 2,300 cubic centimetres, while automobiles with larger engines will be subject to a 50% duty. These rates range from 5 to 15% above previous levels, while the duty on smaller vehicles remains at 30%.

At the same time, duties were raised on garments, cotton, man-made fibers, and silk. Garments are now subject to a duty of 3 shillings each or 40%, whichever is higher. Rates on cotton and man-made fibers were raised by 25 East African cents (1 EA cent=U.S. $.0014), while the duty on silk went up by EA 55 cents. The alternate ad valorem duty for these items was increased from 36⅔ to 40%.

Comparisons noted

Tanganyika raised its duty on motorcycles by 5%, to conform with the 30% level maintained by Kenya and Uganda. Sugar duties per 100 pounds were also raised 1 shilling (1 shilling=U.S. $0.14) by Tanganyika and 4 shillings by Kenya, leaving the duties for these countries 1 shilling below the 21 shillings per 100 pounds which is charged by the Government of Uganda.

The establishment of higher duties was partly motivated by a desire to stimulate revenue collections. At the same time, they should deter some foreign purchases and thus conserve foreign exchange. This is particularly true with regard to higher-priced luxury cars.

East African Common Market import duty rates for specific items will be furnished on request by the Africa Division, OIRE, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

Report shows extent of AID's investment promotion effort

Investor information, risk planning and financing services are reviewed; U.S. businessmen can request free copies

The Agency for International Development (AID) has released figures showing the status of three of its investment programs as of last December 31. AID has designed and developed many programs to encourage and assist private investment in the less developed countries and this report traces their progress in three broad categories—*Investment Information, Risk Planning and Financing.*

The Agency has made available to U.S. businessmen an Index to the Catalog of Investment Information and Opportunities. This Index identifies each of the over 1,600 investment reports in the catalog by country and by industry, and has proved invaluable to many firms and individuals. Approximately 46,000 copies of the index were printed between May 1964 and January 1966. In addition 7,000 reproductions of original studies were ordered by businessmen in the U.S. and abroad during the same period.

AID also encourages U.S. investors to investigate specific investment opportunities in less developed countries through its investment surveys program. If an investor, after making a survey approved by AID, decides to undertake a project he bears the entire cost of the survey and retains rights to the information derived from the study.

Covering costs

However, if the prospective investor does not undertake the investment and if he has abided by the participation agreement, AID will pay up to 50% of the cost. In this case, the survey becomes the property of the U.S. Government.

A total of 172 survey grants were issued from 1962 to 1965 and 83 of these are still in progress. Fourteen survey requests were withdrawn and 56 firms decided not to invest. In 19 cases where decisions have been made to invest, there is a potential investment of over $46 million.

Under its three risk-sharing programs, AID will enter into contracts to guaranty firms against some of the political risks and, in certain cases, a portion of the business risks relating to investments in a number of less developed countries.

The specific risk program provides guarantees against such political risks as loss due to expropriation or confiscation of the investment. The Agency reports that last year alone 645 specific risk contracts were written amounting to $954 million in coverage. Over 1,400 of these contracts were written between 1961-65. This report also contains useful information pertaining to extended risk guarantees in both housing and non-housing, which should be of interest to U.S. private investors.

Dollar loans authorized

As a further incentive to encourage investments which contribute to the economic progress of less-developed countries, the Agency is authorized to make dollar loans to both U.S. and foreign private and public enterprises. Over $100 million was loaned to private borrowers in 1965. Projects included a cement plant in Korea, a hardboard plant in Brazil, and a gas transmission system in Pakistan.

Dollar loans were also made to foreign intermediate credit institutions. Seven of the eight loans of this nature made in 1965 were to Latin American institutions. In addition to presenting pertinent information about dollar loans the fact sheet also mentions the status of the Cooley loan program.

U.S. firms interested in learning more about programs designed to help U.S. private investment in the less developed countries should request a copy of the booklet *"Aids to Business"* should **write:** The nearest Commerce Field Office or Office of Development Fnance and Private Enterprise, Agency for International Development, Washington, D.C. 20523.

Libyan seeks joint venture in water desalinization

A Libyan construction firm seeks a joint venture with an experienced U.S. company or group of companies to plan, build and operate water desalinization plants in Libya.

According to the firm, the Libyan Government is interested in entering the water desalinization field and the firm wants to negotiate for government projects in partnership with qualified U.S. companies.

Write: Zeidanco, P.O. Box 543, Benghazi, Libya or P.O. Box 2505, Tripoli, Libya. WTD.

TRUCK AND BUS BODIES

A Brisbane designer and manufacturer of bus and truck bodies seeks to diversify its product line through a licensing arrangement with a U.S. firm currently making products for the transportation industry. The Australian company is also interested in utilizing its facilities and experience in all types of metal working, including steel and aluminum, to manufacture such products as prefabricated metal parts, panels and windows.

Established in 1948, the Australian firm reportedly operates a modern 100,000 square foot plant and employs 180 persons.

Write: Athol Hedges Pty. Ltd., 343 Melton Road, Northgate, Brisbane, Queensland, Australia. WTD.

PLASTIC PRODUCTS

An Australian manufacturer of polystyrene packaging and cork and polystyrene products for the building industry seeks to expand operations through a licensing or joint venture arrangement with a U.S. firm. The Australian company needs technical assistance to improve its line of cork products and wants used molds for products made from expanded polystyrene.

For additional information concerning this proposal interested U.S. firms should **write** to the New South Wales Center, Suite 1306, 680 Fifth Avenue, New York, N.Y. 10019

TOILET PREPARATIONS

A license to manufacture toilet preparations including perfumes and cosmetics is sought by an Australian jewelry firm.

Write: Dowle and Worth Ltd., P.O. Box 5355, Auckland, Australia. WTD.

Thai farmer wants license to make U.S.-style snacks

A Thai businessman with an extensive background in agriculture seeks a licensing arrangement with a U.S. company to manufacture such snack foods as corn chips, potato chips and popcorn. He also wants to purchase the necessary equipment, including machinery for processing the raw products, corn popping and potato chip slicing machines and packaging equipment from a U.S. firm, preferably the licensor.

The U.S. equipment supplier will need to provide technical assistance in installing the machinery and supervising the operation until Thai personnel can be trained to run the plant.

The Thai businessman believes that there is sufficient demand for these products to justify a manufacturing facility. He claims snack type foods are popular with the Thai people, and additional customers can be found among the U.S. and European business community and U.S. forces stationed in the country.

According to reports, the Thai principal raises corn and other vegetables on his 350 acre farm and has visited the U.S. to study agricultural techniques. He has applied to the Industrial Finance Corporation of Thailand for a loan to start this project.

Write: Mr. Amphorn Na Pombejra, Pak Chong, Korat Province, Thailand. WTD.

B. Honduras shipping firm proposes joint venture

A British Honduras shipping firm requests a joint venture with a U.S. company in the same field and offers a majority interest and consideration at a later date to proposals for complete acquisition by the U.S. partner.

The coastal shipping line in Belize City consists of two motor vessels, which serve the southern coast of British Honduras and Puerto Barrios in Guatemala, making weekly trips between these points. The ships transport cargo and passengers in addition to carrying mail to the southern districts under Government contract. Reportedly, there are no current competitors for the mail contract.

The larger vessel has a crew of 12, can accommodate 75 cabin and deck passengers and holds up to 49 tons of cargo. Its sister ship carries a crew of seven and 20 tons of cargo. The larger vessel makes the complete trip in three days, including lay-overs.

Write: Southern Coastal Service, 67 Eve St., Belize City, British Honduras. Attn: Aubrey J. Hunter. WTD.

Investment assistance

Firms responding to investment opportunities listed in this section may wish to inform the Bureau of International Commerce of their action in order that follow-up assistance can be extended where appropriate. Notification can be by postcard or simply a carbon of the letter addressed to the foreign firm. This will insure receipt of additional information as it becomes available.

A (★) following the name of the foreign firm denotes that additional information concerning the proposal is available at no charge by writing BIC-876, Department of Commerce, Washington, D.C. 20230.

WTD indicates that a World Trade Directory Report containing financial and business background information is available on the foreign firm proposing the investment opportunity. Copies are $1 each from the Bureau of International Commerce, (BIC-916) Rm. 6323, Department of Commerce, Washington, D.C. 20230.

Special assistance is available to firms wishing to further their own joint venture and licensing interests abroad by calling Area Code 202, WO 7-4065 or by writing BIC-878, Rm. 1520, Department of Commerce, Washington, D.C. 20230.

METAL CANS

A Dutch producer of can manufacturing machinery seeks a licensing arrangement with a U.S. firm to make cans and special machinery for the automation of industrial facilities. The firm, established in 1946, operates a modern plant and employs approximately 80 persons.

Write: Havry C. V., Techn. Bureau en Machinefabriek, II-15 Burg. van der Veldestraat, Loosduinen/The Hague, Netherlands. WTD.

Greek firm wants partner for automobile tire plant

A Thessaloniki manufacturer of rubber footwear proposes a joint venture with an experienced U.S. tire manufacturer to make automobile tires and other rubber products.

The U.S. firm would have to furnish specialized equipment and technical assistance. The Greek company would provide the plant, basic rubber processing, machinery and distribution facilities.

Reportedly, the Greek company recently moved into a new two-story plant in Thessaloniki and plans to allocate 20,000 square feet to the tire project. In addition, the firm owns 35,000 square feet of adjacent land which also could be utilized for the operation. According to reports, there is only one tire company in Greece and the Greek firm believes there is a good market for automobile tires.

Established in 1946, the Thessaloniki firm employs approximately 150 workers.

Write: "EBEM—Elliniki Viomichania Elastikou Makedonias, 9 Leontos Sofou Street, Thessaloniki, Greece. WTD.

DESK SETS, STATIONERY SPECIALTIES

A British manufacturer of stationery and advertising items such as desk sets, telephone indexes, and desk paper weights and thermometers seeks a licensing arrangement with a U.S. firm to make gift stationery. Established in 1936, the London firm distributes its products through retail stationery stores and jewelers.

Write: British and International Proprietaries, Ltd., 1-2 Hanover St., London W. 1., England. WTD.

ALUMINUM CASTINGS

An Austrian manufacturer of aluminum and bronze castings and accessories for transmission and distribution lines seeks a license from a U.S. firm to make products utilizing its present facilities.

Reportedly, the firm established in 1947 employs 175 persons and has annual sales of approximately $1 million.

Its operations include a foundry, a forge and machine and tool shops.

Write: Loruenser Leichtmetallwerk, K.G., P.O. Box 43, A-6700 Bludenz, Vorarlberg, Austria. WTD.

World Trade Opportunities

Iraq invites tenders on veterinary drugs, dressings, instruments

The Directorate of Contracts and Purchases, Ministry of Defense, Baghdad, Iraq, invites bids on Tender No. MISC/9/1966, with a bid deadline of June 4, calling for, but not limited to the items listed below.

Firms domiciled in the U.S. may obtain a copy on loan basis, from the Chemicals and Allied Products Division, BDSA-544, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-3394).

Veterinary Drugs and Dressings: Distilled water x 3 cc., 35,000 ampoules; distilled water x 5 cc., 20,000 ampoules; absorbent cotton, 400 kilos; plain gauze, 5,000 meters; methylated spirit, 900 liters; cod liver oil, 80 gallons; combiotic (Pfizer), or similar. 0.5 gm., 10,000 vials; copper sulfate, 80 kilos; camphor liniment, 150 kilos; malleine I.D.P., 10,000 doses; oil of eucalyptus, 150 kilos; crystalline penicillin, 1,000,000 I.U., 10,000 vials; procaine penicillin, 3,000,000 I.U., 10,000 vials; streptomycin, 1 gm., 10,000 vials; tetracycline ophthalmic ointment, 1%, 2,000 tubes; tincture of belladonna, 50 kilos; yellow mercuric oxide ointment, 2%, tubes of 3.5 gm., 500 tubes; liniment of methyl salicylate, 150 kilos; catgut, size 1, size 2 and size 3, 30 dozens each.

Veterinary Instruments: Electric sterilizers, 11" x 5½" x 4", with automatic heat control, 10; enamelled iron instrument trays, 12" x 14", 50; instrument cabinets for veterinary hospitals, 10; measure flasks, glass, capacity 20 fluid ounces, graduated in oz. and cc., 30; sterilizers, small, with one spirit lamp, 30.

Mixed feed plants requested by Greece

The Agricultural Bank of Greece, Permanent Supplies Committee, 23 El. Venizelou St., Athens, has issued Tender No. 1952 for supply, installation and start up of 10 or 11 mixed feed plants for livestock and poultry.

Three plants are to have a capacity of 10 metric tons an hour, and seven to eight plants, 5-6 metric tons an hour. The purchaser is to supply the plant buildings and the steam generating equipment. Bid deadline is June 15.

Specifications are available on a short term loan basis to firms domiciled in the U.S. from the GIEC Division, BDSA—588, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

Malaysia to purchase thermal power plant

The National Electricity Board of the States of Malaysia has issued a brief description of Contract No. 1428/11 for supply, delivery and erection of two 60,000 kw. turbo-alternator generators with condensing plant, feed heating plant and associated equipment for the new Port Dickson Thermal Power Station, State of Negri Sembilan, Malaysia.

The Port Dickson Power Plant is intended to be enlarged at later dates to 600,000 kw. capacity total with two additional 60,000 kw. and three 120,000 kw. thermal generator sets.

Tenders are invited from firms only prepared to submit complete tenders. Negotiations are being conducted for possible IBRD financing.

Brief descriptions are available immediately at no cost and tenders will be available June 1 at a cost of $70 for a set of four, $8.40 for each additional copy, from Preece, Cardew & Rider, 8, 10 and 12 Queen Anne's Gate, London, S.W.1, England. Applicants should reference the request to Contract No. 1428/11.

Bid deadline for tenders is 12 noon (local time) Sept. 1, at both bid receiving locations. Bid copies submitted in two locations: one copy submitted to Preece, Cardew & Rider, 8, 10 and 12 Queen Anne's Gate, London, S.W.1, England, and one copy submitted to National Electricity Board of The States of Malaya, P.O. Box 1003, Kuala Lumpur, Malaysia.

A copy of the brief description is available on a short-term loan basis to firms located in the U.S. from the Power & Electrical Equipment Division, BDSA-662, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-4241).

Come out in the open—quote c.i.f. prices

If you want to offer merchandise to one of the advertisers in these pages tell him what it will cost him delivered to a port in his own country, before he pays the import duty imposed by his own country. Don't make him guess.

You can figure the inland insurance and freight to shipside to be added to your f.o.b. factory cost far more accurately than he can. You know how far you are from the port and by what means and routing you will get the goods to the dock. He can only guess—and foreign businessmen are as reluctant to guess their way through a deal as you are.

But don't stop at the dock. Figure in the marine insurance and ocean freight to the buyer's port, because if you leave that part to him the chances are both the insurance and shipping business will be lost to American firms and the return lost to the U.S. balance of payments.

An f.o.b. price is a puzzle.

A c.i.f. price is a hard fact on which a buyer can act.

Ask the Commerce Department Field Office.

India issues advance notice for third stage of hydroelectric project

The Chief Engineer on India's Koyna Hydro Electric Project is issuing advance notices on tenders, soon to be invited for construction in connection with Stage III of the Koyna Project.

This will enable interested qualified contractors to survey the proposed work sites before the monsoon season—June through September—when adequate inspection is extremely difficult.

Completion is scheduled for 1970 on all works, which will be invited by tenders.

The works include either a masonry or a multiple arch-buttress dam estimated to cost $8.5 million; construction of four pressure shafts to cost about $1.5 million; and an underground power house and appurtenances estimated to cost about $3.4 million.

An explanatory write-up and a few relevant project drawings are available upon payment of $2.10 from the Chief Engineer, Koyna Hydro Electric Project, Post Office Koyna, Via Karad, District Satara, Maharashtra.

A copy of the Advance Notice is available to firms located in the United States from the Department of Commerce, Building Materials and Construction Industries Division, BDSA (564), Washington, D.C. 20230 (Telephone: 202-967-3601).

Chile issues tenders for radio equipment

The Direccion de Aprovisionamiento del Estado, Amunategui 66, P.O. Box 24-D, Santiago, Chile, has issued tender No. 63 calling for the delivery of several types of transceivers and radio components, including tubes.

Among the items wanted are 10 each receivers, 0.54 to 30 MHz, with 11 crystal controlled channels, Hammarlund Model HQ-180 AX, or equal, 9 each transceivers, 6 channel, 125 watt, Raytheon Model 1125 SB, or equal, as well as 25 types of tubes and accessories.

Bid deadline for offers is May 30. The equipment is for the Radio Communication Service of the Direccion General de Investigaciones, Chile.

Loan copies of the specifications and bid documents are available to firms located in the U.S. from the Electronics Division, BDSA-658, Rm. 4125, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

Iraq requests offers for radio transceivers

The Armed Forces Attache, Embassy of the Republic of Iraq, 3510 Garfield St., NW., Washington, D.C., has requested offers for a sizeable quantity of AN/PRC-10 radio sets. They should be complete with recommended accessories, spare parts, and batteries.

Offers should be addressed to the attention of Col. M. T. Kashmoula, Armed Forces Attache.

Malaysia to build station pump house

The National Electricity Board of the States of Malaya, P.O. Box 1003, Kuala Lumpur, Malaysia, is issuing tender No. 1428/14 through the consulting engineer firm, Preece, Cardew and Rider, 8, 10 and 12 Queen Anne's Gate, Westminster, London, S.W.1 for supply, delivery, and installation of circulating water pumps, screens, valves, piping, and control equipment for the pump house at the Board's new thermal power station at Fort Dixon.

Tenders are to be delivered simultaneously at the National Electricity Board and the London offices of Preece, Cardew and Rider by 12 noon local time, Sept. 1.

Specifications will be available from the London offices of Preece Cardew and Rider (above address) on June 1, and the set of 4 documents may be obtained for $70. Additional copies are available for $8.40 each.

A brief description of the requirements is available to firms domiciled in the U.S. from the GIEC Division, BDSA—588, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-WO 7-5589).

Taiwan calls for bids for microwave system

The Central Trust of China, Purchasing Dept., has issued invitation No. GF 3 G-23876, calling for supply and installation of a one-hop, 7 GHz microwave system with a channel capacity of 240 channels.

The system is for the Chinese Government Radio Administration between Fang-Shan and Kao-Shiung.

The equipment should be transistorized, provide automatic switchover to the standby, and have a nominal output of one watt.

Multiplex equipment for 24 channels are to be provided.

Bid deadline for tenders is May 27, at their offices, 49 Wu Chang Street, Sect. 1, Taipei.

Loan copies of the bid documents are available to firms located in the U.S. from the Electronics Division, BDSA-658, Rm. 4125, Department of Commerce, Washington, D.C. 20230. (Telephone: 202-967-4036).

VHF radio systems wanted for Kenya

The East African Posts and Telecommunications Administration, Nairobi, Kenya, will call for tenders shortly for multichannel VHF radio systems.

Tender documents will be issued by the Administration's London agents, The Crown Agents for Overseas Governments and Administrations, 4 Millbank, London SW.1, England, who will also receive and open the tenders. Suppliers of this type of equipment should register their capabilities with the Crown agents.

Tender documents will also be available from the Administration's Central Tender Board in Nairobi, against a deposit, on a date to be announced. The reference number is DF 4253.

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodity classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $2.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any resultant trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- **● indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that tender documents, general conditions, specifications, drawings, or other additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.**
- **★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The T.M. (trade mission) number is requested in correspondence. Requests for loan material should specify country and T.M. number.**
- **WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputation, and other factors, are available for $1 each from the Bureau of International Commerce, BIC-916, U.S. Department of Commerce, Rm. 6323. Telephone: 202-WO 7-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.**

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

019 Commercial farms

FRANCE—Horticultural specialty crops: bulbs, florists' greens, herbs, mushrooms, flower seeds, sod crops. Ets. Georges Delbard, 16 Quai de la Megisserie, Paris 1er. WTD 2/17/65.

SOUTH AFRICA—Flower, vegetable seeds. J. P. Goosen (importing distributor), P.O. Box 104, Worcester, Cape Province. WTD 3/21/66.

151 General building contractors

● **LIBYA**—New hospital buildings, construction; two indivisible tenders No. 876, hospital in Zuara and No. 877, hospital in Sebha, both with 10 a.m., June 20, deadline. Upon payment of U.S. $84, terms and specifications are available from Public Works Department in Tripoli or Benghazi. Guarantee for 1% of tender is to accompany the sealed bid, marked by tender subject and number; bidders will also submit their trade registration number, issuing authority and type of work for which they are licensed. A deposit of 5% of the successful bidder's tender is required when contract is signed. Secretary Central Tenders Board, Ministry of Finance, Sharia Shatt, Tripoli. A copy of tender announcement only is available.★ (Telephone: 202-967-3601).

● **MALAYSIA**—Structural steelwork: supply, fabrication, and erection; also includes supply of roof and wall sheeting, glazing, other related works for Port Dickson Power Station. Contract No. 1428/3, application to tender deadline June 15. Preece, Cardew & Rider, 8, 10 & 12, Queen Anne's Gate, London, SW.1, England. Brief tender description and copy

of advertisement available.★ (Telephone 202-967-3601).

162 Heavy construction

● **ARGENTINA**—Los Patos River Reservoir, civil works construction at "El Horcajo", Province of San Juan, estimated cost over $31.5 million. Tender No. 48/66, bid deadline 12 noon June 6. Conditions and technical specifications available for $161, Secretaria de Estado de Energia y Combustible, Agua y Energia Electrica, Lavalle 1527, 2nd Fl., Buenos Aires.

● **MOROCCO**—Construct approximately 168 miles 150 kv. electric line from Rabat to Tangier. Contract includes manufacture of 3,500 pylons with galvanized heads and transport to location all materials and equipment. Line will be constructed with cables, insulators, minor equipment supplied locally. Tender No. 6772, bid deadline May 31. Specifications (in French) available for U.S. $90 plus mailing charges from Office National de l'Electricite (ONE), 65 Rue Aspirant Lafuente (B.P. 498), Casablanca. Bids must be submitted jointly with a local firm.

201 Meat products

FRANCE—Frozen meat, offals. Direct purchase and agency. George Moreau (importer, agent), 55 Blvd. de Sebastopol, Paris, 2eme. WTD 4/1/65.

203 Canning, preserving foods

AUSTRIA—Canned or preserved food specialties. Direct import and agency. Brand names only. Markenimporte Wien, Gerold Fischer (importer, wholesaler, manufacturer's representative), Muehlgasse 23, A-1040 Vienna. WTD 12/22/64.

FRANCE—Frozen, quick-frozen foods of all kinds, including meat products, packaged fish, sea food, related specialties. Good quality. Direct purchase; potential selling agents. Requests replies in French. Comptoir de Diffusion de Produits Alimentaires Surgeles (C.D.P.A.S.) (importers, wholesalers), 7 Rue Paul-Louis Lande, 33 Bordeaux, Gironde. WTD 4/27/66.

Frozen fish, shellfish. Direct purchase and agency. Marcel Boutet (dealer, commission merchant), 4 rue de Tournon, Paris, 6eme. WTD 10/18/64.

KUWAIT—Canned, frozen foods, meats, fruits, vegetables, fish. Turkait Supermarket (importer), P.O. Box 840, Kuwait. WTD 4/26/66.

MALAYSIA—Canned sardines, abalone; other canned foods. Direct purchase and agency. Khoo Chin Kheng Co. (importer, wholesaler, indent agent), 21 Dato Kramat Rd., Penang. WTD 3/14/66.

204 Grain mill products

FRANCE—Raw materials for livestock feed, e.g., fish meal, meat meal, meat, bone meal, blood meal, corn distillers, dried solubles, oyster shells. Union-Proteine (importer, wholesaler, manufacturer), Franklin Bldg., 32 rue Pierre Brossolette, Le Havre (S.M.). WTD 10/23/64.

HONG KONG—Poultry feed concentrates. Kamfai Trading Co. (importer, wholesaler), P.O. Box 3700. Sheungwan Post Office, Hong Kong. Cable: COKAMFAI. WTD in preparation.

MALAYSIA—Popcorn, approximately 2 tons. Hock Hoe Trading Co. (importer, wholesaler, retailer, import agent), 4-D Beach St. (top floor), P.O. Box 829, Penang. WTD 3/14/66.

Feed supplements for poultry, pigs. Direct purchase and agency. Malayan Produce Co. (importer, exporter, wholesaler, indent agent), 127 Pitt St., P.O. Box 1151, Penang. WTD 3/16/66.

Feed supplements. Soon Keat & Co. (importer, wholesaler, retailer, indent agent), 6 Main St., Klang, Selangor. WTD 3/30/66.

205 Bakery products

AUSTRIA—Snack items, crackers, biscuits. Direct import and agency. Brand names only. Markenimporte Wien, Gerold Fischer (importer, wholesaler, manufacturers' representative), Muehlgasse 23, A-1040 Vienna. WTD 12/22/64.

207 Confectionery products

MALAYSIA—Popcorn, sweet. Direct purchase and agency. Khoo Chin Kheng Co. (importer, wholesaler, indent agent), 21 Dato Kramat Rd., Penang. WTD 3/14/66.

208 Beverage industries

AUSTRIA—Brandies, cordials, alcoholic cocktails. Direct import and agency. Brand names only. Markenimporte Wien, Gerold Fischer (importer, wholesaler, manufacturers' agent), Muehlgasse 23, A-1040 Vienna. WTD 12/22/64.

209 Food preparations

MALAYSIA—Honey packed in bottles or cans. Direct purchase and agency. Khoo Chin Kheng Co. (importer, wholesaler, indent agent), 21 Dato Kramat Rd., Penang. WTD 3/14/66.

THAILAND—Butter oil, best grade, packed in cans of 5½ lb. each, 36 cans in a case. Requires 50 to 100 cases per shipment. Requests quotations and sample. Narong Sach-cha Marga (importer, distributor), 137 Sampeng St., Bangkok. WTD in preparation.

220 Textile mill products

TANZANIA—Nylon, rayon piece goods; cotton laces. Khaku Rajpar & Co., (importer, exporter, general merchants, commission agents). P.O. Box 301, Zanzibar. WTD 4/20/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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221 Broad woven fabric mills, cotton

● **BURMA**—Cotton velveteen, dyed cotton velveteen (with starch at the back) 200,000 yd.; rayon/cotton mixed velveteen 20 000 yd. Tender No. 51 8(T) IRM/65-66(3), bid deadline May 31. Divisional Manager, Trade Corp. No. 18 (Industrial Raw Materials), No. 326, Maha Bandoola St., Rangoon.★ (Telephone: 202-WO 7-5238).

FRANCE—Real silk cuts. Technofil S.A.R.L., (importer, processor. wholesaler), 2 Rue Richer, Paris 9e. WTD 4/8/66.

SWEDEN—Textile piece goods for manufacture of women's and men's light and heavy clothing. Direct purchase and agency. J. T. Bruhn AB, (importer, wholesaler, sales agent), Box 7, Solna. WTD 4/21/66.

TOGO—Printed cotton fabrics. Requests samples, quotation; replies in French. Etablissement G. D. Afandomi (importer), B.P. 1286, Lome. WTD in preparation.

228 Yarn, thread mills

FRANCE—Silk threads. Technofil S.A.R.L., (importer, processor, wholesaler), 2 Rue Richer, Paris 9e. WTD 4/8/66.

229 Textile goods

MOROCCO—All kinds of plastic impregnated fabrics, e.g., PVC composition types. Direct purchase, agency. Quotations Casablanca. Maroport (importer-agent), 76 Rue de Strasbourg, Casablanca. WTD 4/21/66.

238 Apparel, accessories

FRANCE—Slimming garments. Direct purchase and agency. Etablissements Mary (importer, wholesaler, commission merchant, agent), 8 Cite Nollez, Paris 18e. WTD 4/19/66.

242 Sawmills, planing mills

GERMANY—Carolina pine; yellow pine; pitch pine; Oregon pine; red pine; hemlock; cedar; redwood; planks and flitches; thicknesses 1", 1¾", 2", 2½" and 3". Oregon pine and Douglas fir plywood. Requests quotations c.i.f. Rotterdam, Hamburg or Bremen. Direct purchase and/or agency. Deventer-Holz, Importgesellschaft mbH (importer), 12 Jahnstrasse, 5778 Meschede/Ruhr. WTD 4/28/66.

243 Prefabricated structural wood products

GERMANY—Cut lumber made of Carolina pine, red pine, pitch pine, yellow pine, amended Genoa pine, Oregon pine, walnut, redwood, spruce, red cedar, hemlock, balsa. Prices c.if. Rotterdam. J. Alfred Groeger & Co. (importer, wholesaler), 6 Frankfurt am Main-Hausen, Praunheimer Landstrasse 78a. WTD 4/20/66.

264 Converted paper, paperboard products

ITALY—Kraft paper, decorative paper for plastic laminated sheets. A.R.P.A., (Applicazioni Rivestimenti Plastici Affini), (manufacturer), Via Lamarmora 72, Turin. WTD 4/22/66.

MALAYSIA—Stationery of all kinds for office, school use. Key Chemicals, Ltd., (importer, wholesaler, retailer), 42 Jalan Rodger, Kuala Lumpur. WTD 12/30/65.

273 Books

BRAZIL—Technical books on medicine and odontology; in English. Livraria Luso-Espanhola Brasileira Ltda. (publisher, wholesaler, retailer), Avenida Treze de Maio 23, 4° andar, sala 414, Rio de Janeiro ZC-06, Estado da Guanabara. WTD 10/25/65.

281 Industrial chemicals

FRANCE—Molybdenum, tungsten compounds for metallurgical purposes. Pechiney—Cie des Produits Chimiques & Electro-Metallurgiques, (manufacturer, dealer), 23 Rue Balzac, Paris 8e. WTD 11/12/65.

Reagent chemicals, for research laboratories. Societe Serlabo, (manufacturer, importer, dealer), 26 Rue Saint Gilles, Paris 3. WTD 8/31/65.

IRAQ—Titanium dioxide; lithipone; pigments, thickening agents, for use in paint making. National Paint Co. (private company), Zubair, Basra. WTD 6/22/65.

ITALY—Butyrate. Cigala & Bertinetti, (manufacturer), Via Porro 7, Turin. WTD 4/22/66.

SWITZERLAND—Chemicals, chemical specialties for building, road construction and industry. Direct purchase and agency. Etablissement NACCO, (selling agents, consultants, manufacturers), Staedtle 380, Vaduz (Liechtenstein). WTD 4/7/66.

● **TAIWAN**—Dyestuffs and auxiliaries, 5 shades in all, for 100 to 8200 bolts of cloth. Tender No. MF-201, bid deadline May 27. Purchasing Dept., Central Trust of China, 49 Wu Chang St., Sec. 1, Taipei.★ (Telephone: 202-WO 7-2067).

282 Synthetic materials

FRANCE—Second grade acrylic fibers; acrylic wastes. Technofil S.A.R.L., (importer, processor, wholesaler), 2 Rue Richer, Paris 9e. WTD 4/8/66.

IRAQ—Polyvinyl acetate (PVA); synthetic resins. National Paint Co. (private company), Zubair, Basra. WTD 6/22/65.

Latex foam rubber. Asriya Furniture Showroom & Factory (importer, wholesaler, retailer), Haj A. Majid A. Bakki, Al-Wathba St. 128/196, Baghdad. WTD 8/31/65.

ITALY—Melamine for plastic laminated sheets. A.R.P.A. (Applicazioni Rivestimenti Plastici Affini, (manufacturer), via Lamarmora 72, Turin. WTD 4/22/66.

283 Drugs

MALAYSIA—Pharmaceutical preparations for human, veterinary use. Direct purchase and agency. Khoo Chin Kheng Co. (importer, wholesaler, indent agent), 21 Dato Kramat Rd., Penang. WTD 3/14/66.

Pharmaceutical preparations for veterinary use. Soon Keat & Co. (importer, wholesaler, retailer, indent agent), 6 Main St., Klang, Selangor. WTD 3/30/66.

284 Soap, detergents, cleaning preparations

FRANCE—Toilet preparations of all kinds. Direct purchase and agency. Etablissements Mary (importer, wholesaler, commission merchant, agent), 8 Cite Nollez, Paris 18e. WTD 4/19/66.

MALAYSIA—Cosmetics, complete line; hair tonics. Direct purchase and agency. Wah Seng Trading Co. (importer, exporter, wholesaler, retailer, manufacturer), 403 Chulia St., Penang. WTD 3/16/66.

VENEZUELA—Cosmetics, products used by beauty parlors. Distribution for all of Venezuela. C. A. Probelsa (importer, distributor, sales agent), Apartado 1645, Avenida Este 8, (Zamuro a Pajaro), Edificio Fe, Planta Baja, Caracas. WTD 4/18/66.

285 Paints, varnishes, lacquers

ITALY—Varnishes for vacuum metalization. Cigala & Bertinetti (manufacturer), Via Porro 7, Turin. WTD 4/22/66.

287 Agricultural chemicals

MOROCCO—Ammonium sulphate, ammonium nitrate, urea, to be used as ingredients for formulation of fertilizers. Direct purchase and agency. Quotations Casablanca. Maroport (importer-agent), 76 rue de Strasbourg, Casablanca. WTD 4/21/66.

Choice of language

Some people—about seven-eighths of them—just do not understand English.

So when you answer an advertiser in these pages who requests replies in his own language oblige him *and* yourself.

Ask the Department of Commerce Field Office for advice.

289 Chemical products

FRENCH WEST INDIES—Adhesive for sealing cardboard cartons used in shipping bananas. Adhesive should be strong, fast drying, practical for production line application in semitropical climate, capable of maintaining adhesion in semitropical and temperate zone winter temperatures. Societe Bananiere Caraibe (exporter), 48 rue Lamartine, Fort-de-France. WTD in preparation.

IRAQ—Shellac, wood glues, adhesives for furniture manufacture. Asriya Furniture Showroom & Factory (importer, wholesaler, retailer), Haj A. Majid A. Bakki, Al-Wathba St. 128/196, Baghdad. WTD 8/31/65.

291 Petroleum refining

● **SUDAN**—Lubricating oils, greases and hyd brake fluid. Quantities for one year, subject to increase or decrease according to actual requirements of Board. "Tender for Lubricating Oils and Greases," bid deadline 12 noon, May 30. Asst. General Manager Supplies, Supplies Dept., The Sudan Gezira Board, Barakat.★ (Telephone: 202-WO 7-2355).

● Diesel crankcase lubricating oil S.A.E. 30, 80 mt. Oil supplied shall conform to Sudan Railways specification No. 533 amended Feb. 28, 1955, appropriate to grade. Contract No. 3484, bid deadline 12 noon, June 7. Sudan Government Purchasing Agent, 3-5, Cleveland Row, St. James's, London, SW.1.★ (Telephone: 202-WO 7-2355).

299 Products of petroleum, coal

JORDAN—Lubricating oils, greases. Direct purchase and agency. Saheb & Ghishan Co. (importers), P.O. Box 979, Amman. WTD 2/21/66.

302 Rubber footwear

● **BURMA**—Rubber safety boots, 250 dozen pairs, sizes 4 to 8. Tender No. 1(T)PG/PBI/-65-66, bid deadline June 30. Chairman, People's Bawdwin Industry, 104 Strand Rd., Rangoon.★ (Telephone: 202-WO 7-3381).

306 Fabricated rubber products

● **BURMA**—Insulation tape, ¾ in. width, 8,200 rolls. Tender No. 946/T/EL/PWC/65-66, bid deadline May 26. Director of Engineers, Public Works Corp., 60 Shwedagon Pagoda Rd., Rangoon.★ (Telephone: 202-WO 7-3381).

● Rubber sheets, 600 lb., ⅛ to ½ in. thick. Tender No. 105/(T)/MCY-BR/65-66, bid deadline June 29. Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-3381).

● Belts, belting, hose, various types, sizes. Tender No. 97/(T)/MCY-BR-65-66, bid deadline June 22. Chairman, Union of Burma Railway Board, Bogyoke Aungsan St., Rangoon.★ (Telephone: 202-WO 7-3381).

FRANCE—First quality latex contraceptives; rubber gloves; hot-water bottles; rubber massage articles, e.g., roller massagers, hand massagers. Direct purchase and agency. Etablissements Mary (importer, wholesaler, commission merchant, agent), 8 Cite Nollez, 75 Paris 18e. WTD 4/19/66.

307 Plastics products

FRANCE—Finished plastic products of novel character for gadgets. Direct purchase and agency. Feret Freres (manufacturer, wholesaler, importer), 24 rue Henri Barbusse, Clichy (Seine). WTD 9/24/65.

IRAQ—Laminated plastic sheets. Asriya Furniture Showroom & Factory (importer, wholesaler, retailer), Haj A. Majid A. Bakki, Al-Wathba St. 128/196, Baghdad. WTD 8/31/65.

313 Boot, shoe cut stock, findings

MALAYSIA—Leather for linings and uppers for women's, men's, children's shoes. Direct purchase and agency. Lim Kooi Chuan & Co. (importer, wholesaler, indent agent), 143 Beach St., Penang. WTD 3/14/66.

314 Footwear

MALAYSIA—Inexpensive slippers for women, men, children. Direct purchase and agency. Lim Kooi Chuan & Co. (importer, wholesaler, indent agent), 143 Beach St., Penang. WTD 3/14/66.

317 Handbags, other personal leather goods

FRANCE—Personal leather goods: billfolds, key cases, coin purses, to be sold as gift articles. Direct purchase and agency. Feret Freres (manufaceurer, wholesaler, importer), 24 rue Henri Barbusse, Clichy (Seine). WTD 9/24/65.

322 Glass, glassware

FRANCE—Ornamental glass for use as decorative articles; art objects; to be sold as giftware. Direct purchase and agency. Feret Freres, (manufacturer, wholesaler, importer), 24 rue Henri Barbusse, Clichy (Seine). WTD 9/24/65.

Handmade decorative glassware, including tableware, in gift line. Requests replies in French. Kitzinger Freres (manufacturer, importer, dealer), 153 Faubourg St-Denis, Paris 10. WTD 12/22/64.

323 Glass products

FRANCE—Handmade decorated glass articles in gift line. Requests replies in French. Kitzinger Freres (manufacturer, importer, dealer), 153 Faubourg St-Denis, Paris 10. WTD 12/22/64.

326 Pottery

GERMANY—Sanitary fixtures and fittings;

bathroom accessories. Direct purchase and agency. Klaus Rapsch (sales agent), Billwerder Steindamm 19, 2 Hamburg 26. WTD 8/17/65.

329 Abrasive, asbestos, nonmetallic mineral products

FRANCE—Calcinated and ground kaolin-clay: very white, colloidal, low iron and titanium content; mineral fillers. Direct purchase and agency. Comptoir de Mineraux & Matieres Premieres (importer, dealer, agent), 45 rue de Leningrad, Paris, 8eme. WTD 10/27/64.

331 Steel mill products

GERMANY—Stainless steel sheets, resistant to acid and corrosion; dynamo steel sheets. Direct purchase or agency. Weser Stahl Handelsges. m.b.H. (importer, wholesaler, 11-11a Bremer Heerstrasse (P.O. Box 240), 282 Bremen-Lesum. WTD 4/25/66.

● **GREECE**—Galv. steel guy wire: 90,000 kg., light type (7/32″ dia. strand) and 250,000 kg., medium type (5/16″ dia. strand) to latest revision of ASTM-A122 Specification. Tender No. DMKD-526, bid deadline June 3. Public Power Corp. (DEH), 30 Chalkokondyli St., Athens 102. Attn.: Purchasing Dept. Cable: DEH Athens.★ (Telephone: 202-WO 7-2363).

● **NEW ZEALAND**—M.s plates: 400 pcs. ¼″ x 48″ x 10′; 20 pcs. 5/8″ x 48″ x 10′; 50 pcs. ¾″ x 48″ x 8′ and 100 pcs. floor plate, ¼″ x 54″ x 8′. Tender No. S.66/517, bid deadline June 8. Copies of specifications may be obtained from New Zealand Government Senior Trade Commissioner, Suite 306 Association's Bldg., 1145 19th St., N.W., Washington, D.C.

● **U.A.R.**—Steel rails, 17,000 mt. of 52 kg/m. Tender for supply of Flat Bottom Rails, bid deadline June 20. Copies of tender documents may be obtained from Egyptain Railways, Way and Works Dept., Ramses Sq., Cairo against payment of 95 cents. Only one copy of documents available and may be examined in Rm. 4224, Iron and Steel Division, BDSA, Department of Commerce, Washington, D.C.

333 Primary smelting, refining nonferrous metals

FRANCE—Aluminum ingots. Requests replies in French. Fonderies Montupet (manufacturer, dealer), 4 rue de Chatou, 92 Nanterre (Hauts de Seine). WTD 12/10/65.

334 Secondary smelting, refining nonferrous metals

GERMANY—Silver alloyed copper phosphorus wires for welding, hard soldering. Requests quotations c.i.f. Hamburg, Bremen or Rotterdam. Wilhelm Paff, Stannol-Loetmittelfabrik (importer, manufacturer, exporter), 3 Oskarstrasse, 56 Wuppertal-Barmen. WTD 4/25/66.

335 Rolling, drawing, extruding nonferrous metals

FRANCE—Electrical wires and cables, flexible, insulated, other types; suitable for use in France for electrical applications of all categories. Direct purchase and agency for France or section thereof. Societe Commerciale Toulousaine (S.C.T.), (wholesale dealers), 15-17 Blvd. Bonrepos, 31 Toulouse, Haute-Garonne. WTD 4/26/66.

ITALY—Tungsten filaments. Cigala & Bertinetti (manufacturer), Via Porro 7, Turin. WTD 4/22/66.

342 Cutlery, hand tools, general hardware

● **BURMA**—Small quantities of files (emery, wood, triangular), pullers, jacks, chain blocks. Tender No. 53(T)/MCY-ESB/65-66, bid deadline May 31. Controller of Central Stores Dept., Ahlone, Electricity Supply Board, Rangoon.★ (Telephone: 202-WO 7-5589).

FRANCE—Paper-knives, souvenir knives to be sold as gift articles. Direct purchase and agency. Feret Freres (manufacturer, wholesaler, importer), 24 rue Henri Barbusse, Clichy (Seine). WTD 9/24/65.

SOUTH AFRICA—Small garden tools, novelties. J. P. Goosen (importing distributor), P.O. Box 104, Worcester, Cape Province. WTD 3/21/66.

343 Heating apparatus, plumbing fixtures

AUSTRALIA—Gas stoves, injectors, injector supplies, gas burners, storage hot water equipment, instant hot water equipment, gas fires, gas convector heaters; direct purchase and agency. H. R. Atkinson, c/o John While (Distribution) (importer, manufacturer, wholesaler), 65 Crystal St., Petersham, NSW. WTD 4/18/66.

GERMANY—Sanitary fixtures, fittings; bathroom accessories. Direct purchase and agency. Klaus Rapsch (sales agent), Billwerder Steindamm 19, 2 Hamburg 26. WTD 8/17/65.

Gas and fuel oil stoves: residential, commercial, industrial. Requests quotations. Direct purchase and agency. Friedrich Mahlke, Herde, Ofenbaubedarf-Fabrik (manufacturer, wholesaler, retailer), 25 Lahnstr., 1 Berlin 44. WTD 6/29/65.

344 Fabricated structural metal products

● **IRAN**—Supply of equipment for steam system including mansman pipe, high pressure steam pulleys, steam traps, steam strainers, manometers, thermometers. Bid deadline June 5. Iranian Tobacco Monopoly, Ghazvin Ave., Tehran.★ (Telephone: 202-WO 7-4242).

349 Fabricated metal products

FRANCE—Hot stamping films: gold leaf, aluminum foil. Direct purchase and agency. Charrier et Fils S.A., (importer, wholesaler), 22 rue Alexandre Parodi, Paris 10e. WTD 4/21/66.

Metal gadgets, novelties. Chabrieres & Cie, (importer, dealer), 50 Rue Breteuil, Marseille (B. du R.). WTD 11/16/65.

351 Engines, turbines

● **ECUADOR**—Supply hydroelectric turbine generator set with all accessories, including transformer, for plant located at Gualaquiza with 96 hp. turbine. Bid deadline now set for 3 p.m. June 13 (See INTERNATIONAL COMMERCE May 2, p. 42). Specifications available for $5.30, plus $1.50 airmail charge, from Secretaria de Inecel de Electrificacion, Avenida 10 de Agosto 817 y, Calle Riofrio, Quito.

VENEZUELA—Used and/or rebuilt engines of following brands, models: Chrysler engine model IND-30, 6 cylinder, 72 hp., 2000 rpm; Continental models F-124, F-135 and F-162; International Harvester model U-123. Distribution for all of Venezuela. Montacargas, C.A., (importer, wholesaler, retailer), Apartado 11095, Calle Capitolio, Local 3-A, Boleita, Caracas. WTD 11/29/65.

353 Construction machinery

● **BURMA**—Varying quantities of oil field equipment such as AX and BX drill rod with coupling 10 ft. RH; AX, BX and NX casing with coupling 10 ft.; BX double tube rigid type core barrel 10 ft.; NX double tube swivel type core barrel 10 ft.; drilling cable, diamond core bits, variety of related equipment. Tender No. 45/65-66, bid deadline May 25. Deputy Director General (Procurement), Mineral Development Corp., 243/251 36th St., Rangoon.★ (Telephone: 202-WO 7-5566).

● One overhead, floor operated, travelling crane with 10-ton capacity. Tender No. 214(T)/MCY-POI/CF(65-66), bid deadline May 30. Procurement Manager, People's Oil Industry, Merchant St., Rangoon.★ (Telephone: 202-WO 7-5589).

VENEZUELA—Used and/or rebuilt industrial lift trucks. Distribution for all of Venezuela. Montacargas, C.A., (importer, wholesaler, retailer), Apartado 11095, Calle Capitolio, Local 3-A, Boleita, Caracas. WTD 11/29/65.

354 Metalworking machinery

ENGLAND—Mechanical and electronic equipment for testing motor vehicle engines; machines for motor vehicle brake testing. Agency and direct purchase. C. H. Hordern and Co. (manufacturers, importers), Mayfair House, 9 Hertford St., London, W.1. WTD 3/23/66.

SOUTH AFRICA—Automatic or manual car wash, polishing equipment, auto engine, upholstery cleaners. Replies to indicate area required to house machines, number of operators required, availability of spare parts, simplicity of operating, special commodities used, any other relevant data. Marco Agencies, (Pty.), Ltd., (Arthur Cohen & Co.), (importing distributor/broker), P.O. Box 4037, Cape Town, Cape Province. WTD in preparation.

355 Special industry machinery

AUSTRALIA—Pinch-pleating machines, blind-stitching machines (for curtain making). Tsung Lee & Co., Pty., Ltd., (importer, wholesaler), Henty House, 379 Kent St., Sydney, N.S.W. WTD 4/21/66.

JAPAN—Production, inspection equipment for electronic components, e.g., integrated circuits, micro circuits, printed circuits, direct purchase and agency. Tokyo Boeki, Ltd., (importer, exporter), Nagaoka Bldg., 1 Nishi Hatchobori 2-chome, Chuo-ku, Tokyo. WTD 12/20/65.

MOROCCO—Veneer (wood)-peeling machine according to the following specifications: max. length of allowed wood: 1.44 meter; max. diameter of allowed wood: 1.10 meter; possible thickness of wood peeling: 0.4 to 7 mm.; diam. of stick remaining after peeling: 100 mm.; approx. weight of the machine: 7,200 kg.; length of blade: 1.47 meter; diameter of spindle: 90 mm.; diameter of jaw: 90 and 150 mm.; approx. speed of rotation: 30 r.p.m.; power of the main engine: 30 hp. Quotations Casablanca. Societe Marocaine des Emballages Armes "SOMEMBAL", (manufacturer), 24 Rue de la Garonne, Casablanca. WTD 4/11/66.

356 General industrial machinery

GERMANY—Circulation pumps for use in residential heating systems. Direct purchase and agency. Klaus Rapsch (sales agent), Billwerder Steindamm 19, 2 Hamburg 26. WTD 8/17/65.

IRAQ—Air compressors for agricultural purposes. Mechanical Equipment Stores (importer, wholesaler, retailer), Murabaa St., Baghdad. WTD 4/22/66.

● **KOREA**—Supply of 10 self-contained, package type air conditioning units—6 with required cooling capacity of approximately 15 tons, and 4 with approximate capacity of 20 tons. Also one cooling tower with a capacity of approximately 250 tons. Tender No. KFX-6051-S, bid deadline June 4. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-5589).

MOROCCO—Stapling machine, packaging, industrial type. (Multiple stapling heads for use in wood packaging, wire circled system.) Quotations Casablanca. Societe Marocaine des Emballages Armes "SOMEMBAL", (manufacturer), 24 Rue de la Garonne, Casablanca. WTD 4/11/66.

● **TURKEY**—Supply of pumping equipment for two pump stations. For the Elmali pump station: 3 horizontal, centrifugal pumping sets —2 to have 120 lt. per second capacity with a 27-32 meter head and one to have 65 lt. per sec. capacity with a 30 meter head; and discharge pipe. For the Kuplu pump station, 3 vertical, mixed flow or propeller pumping sets —2 to have a capacity of 800 lt. per second with a 50 meter head, and one with 400 lt. per second capacity. Bid deadline June 20. Specifications are available from the General Directorate of State Hydraulic Works, Ankara.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

VENEZUELA—Roller, ball and needle bearings; oil seals. Direct purchase or sales agency for Eastern Venezuela. Rodamientos y Servicios de Venezuela C.A. (importer, wholesaler, retailer), Avenida Municipal No. 66, Puerto La Cruz, Edo. Anzoategui. WTD 2/17/66.

357 Office, computing, accounting machines

FRANCE—Scales for domestic use. Direct purchase and agency. Etablissements Mary (importer, wholesaler, commission merchant, agent), 8 Cite Nollez, Paris 18e. WTD 4/19/66.

358 Service industry machines

AUSTRALIA—Gas refrigerators; direct purchase and agency. H. R. Atkinson, C/- John While (Distribution) (importer, manufacturer, wholesaler), 65 Crystal St., Petersham, Sydney, N.S.W. WTD 4/18/66.

● **BURMA**—Supply of 1,800 grease nipples; 20 soft grease guns; 30 hard grease guns for Union of Burma Ry. Board. Tender No. 98/(T)/MCY-BR/65-66, bid deadline June 22. Government of the Union of Burma, Myanma Export Import Corp., Rangoon. Cable: RHEOSTAT Rangoon.★ (Telephone: 202-WO 7-2939).

GERMANY—Central station weathermakers, reciprocating compressor condensing units, turbocompressors, hermetic liquid chilled water equipment, air-cooled condensing units. Requests quotations. Direct purchase, agency. Climatic GmbH, Kalte- und Klimatechnik (importer, wholesaler, retailer), 6 Nollendorfplatz, 1 Berlin 30. WTD 3/14/66.

Air conditioners: window, commercial, industrial. Requests quotations. Direct purchase and agency. Friedrich Mahlke, Herde, Ofenbaubedarf-Fabrik (manufacturer, wholesaler, retailer), 25 Lahnstr., 1 Berlin 44. WTD 6/29/65.

361 Electric transmission, distribution equipment

FRANCE—Electronic measuring apparatus such as oscilloscopes; oscillators; signal generators; digital voltmeters; power supply blocks; transfer function analyzers; electronic frequency counters. Societe Prodera (manufacturer, importer), 36 Blvd. de la Bastille, Paris 12. WTD 11/23/64.

● **GREECE**—Greece has now set the bid deadline as May 31 for procurement of 12,300 watthour meters; 12,000 3-phase meters, ID(40)A, 220/380 V, 4-wire, 3-element, 50-cycle; 300 reactive energy meters, 1.5(6)A, 220/380 V, tender No. DED-1081/1084 (see INTERNATIONAL COMMERCE, May 2, p. 43). Estimated value: $198,000. Public Power Corp. (DEH), Purchasing Dept., 30 Chalkokondyli St., Athens 102. Cable: DEH, Athens.★ (Telephone: 202-WO 7-2939).

● **SUDAN**—Supply of 100 amp. polyphase desk meter testing set complete with precision current transformers, 3 ammeters, 3 voltmeters, 3 wattmeters, 1 single-phase and 1 three-phase power factor meter and timing device. Tender No. CEWC/E/337/66, bid deadline May 26. Central Electricity and Water Corp., Republic of the Sudan, P.O. Box 1380, Khartoum. Cable: AMPERE KHARTOUM.★ (Telephone: 202-WO 7-2939).

362 Electrical industrial apparatus

FRANCE—Automatic control, measuring devices for oil, chemical industries. Direct purchase and agency. Newtec (importer, agent), 11 rue de l'Avre, Paris XV. WTD 12/15/64.

363 Household appliances

FRANCE—Household cooking equipment: stoves, ranges, ovens. Household laundry equipment: washing machines, driers, ironers. Refrigerators; vacuum cleaners; electric air heaters; bed covers; food mixers; coffee makers; toasters; fans; sewing machines. Direct purchase and agency. Requests replies in French. Comptoir International de Radiophonie (importer, dealer), 8 rue de Port-Mahon, Paris 2e. WTD 1/31/66.

GERMANY—Small household electric appliances of all kinds, especially types new to the market; kitchen utensils; dishwashing machines; regrigerators; washing machines. Requests quotations. Direct purchase and agency. Friedrich Mahlke, Herde, Ofenbaubedarf-Fabrik (manufacturer, wholesaler, retailer), 25 Lahnstr., 1 Berlin 44. WTD 6/29/65.

MALAYSIA—Household appliances such as vacuum cleaners, floor waxers, laundry washing machines, cooking mixers. Key Chemicals Ltd. (importer, wholesaler, retailer), 42 Jalan Rodger, Kuala Lumpur. WTD 12/30/65.

364 Electric lighting, wiring equipment

FRANCE—Portable sun-heat lamps: suntanning equipment. Direct purchase and agency. Etablissements Mary (importer, wholesaler, commission merchant, agent), 8 Cite Nollez, Paris 18e. WTD 4/19/66.

Accessories, equipment relating to junction, branching, connection of electric cables used in electric lighting, power, and/or telephone installations. Direct purchase and agency. S.E.R.A.M.—Ste d'Electricite, de Radio, d'Aviation et de Mecanique (manufacturer, wholesaler), 4 rue du Reverend-Pere Christian Gilbert, Asnieres (Seine). WTD 3/22/65.

Electric lighting fixtures and devices for residential, commercial, and industrial uses. Direct purchase and agency for France or section thereof. Societe Commerciale Toulousaine (S.C.T.), (wholesale dealers), 15-17 Blvd. Bonrepos, 31 Toulouse, Haute-Garonne. WTD 4/26/66.

NETHERLANDS—High quality operating room lamps with very high lighting intensity. Direct purchase and/or agency. Exclusive representation for Netherlands requested. Lameris Instrumenten N.V. (importing distributor, agent), 149 Biltstraat, Utrecht. WTD 9/23/65.

365 Radio, television receiving sets

FRANCE—Radio, television receiving sets. Direct purchase and agency. Comptoir Electro Industriel du Maine (importer, wholesaler), 82 rue Grande Maison, 72 Le Mans. WTD 12/22/65.

High fidelity radio receiving sets. Direct purchase and agency. Requests replies in French. Comptoir International de Radiophonie (importer, dealer), 8 rue de Port-Mahon, Paris 2e. WTD 1/31/66.

366 Communication equipment

MALAYSIA—Radio, television broadcasting equipment. Direct purchase and agency. Law Joo Ghin Co. (importer, retailer, wholesaler), 67 Jalan Ampang, Kuala Lumpur. WTD 3/30/66.

367 Electronic components, accessories

● **AUSTRALIA**—Electron tubes, 81 types, quantities 5 to 3,000 each. Tender C-1120 bid, deadline May 26. Controller, stores and contracts, Postmaster-General's Dept., 380 Russell St., Melbourne, C.1, Victoria.★ (Telephone: 202-967-4036).

FRANCE—Magnetic/ceramic/crystal record-player cartridges. Direct purchase and agency. Ets. Mandels (manufacturers' agent), 72 rue Rodier, Paris 9. WTD 12/4/64.

Electric, electronic components, parts, accessories for industrial and other uses, including thermocouples, condensers, transistors, electron tubes, capacitors, precision miniature, subminiature devices. Direct purchase and agency for France or section thereof. Societe Commerciale Toulousaine (S.C.T.), (wholesale dealers), 15-17 Blvd. Bonrepos; 31 Toulouse, Haute-Garonne. WTD 4/26/66.

371 Motor vehicles, equipment

FRANCE—Motor vehicle accessories. Direct purchase and agency. Requests replies in French. Euromar (manufacturer, importer, dealer), 11 rue du Hameau, Paris 15e. WTD 12/14/65.

VENEZUELA—Motor vehicle parts, accessories. Direct purchase or sales agency for Eastern Venezuela. Rodamietos y Servicios de Venezuela C.A. (importer, wholesaler, re-

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tailer), Avenida Municipal No. 66, Puerto La Cruz, Edo Anzoategui. WTD 2/17/66.

374 Railway equipment

● **BURMA**—Rail motor trolleys with air-cooled diesel engine for patrol on Burma Railways. Tender No. 175/(T)TTS-BR/65-66, bid deadline June 1. Chairman, Union of Burma Railway Board, Bogyoke Aung San St., Rangoon. A copy of conditions, technical data, drawings may be reviewed only in R. 4314, Transportation Equipment Division, BDSA—596, Department of Commerce, Washington, D.C. 20230.

● **UNITED ARAB REPUBLIC**—Supply of 860 springs (helical, coil and volute). Tender No. E.R. 321 G8/2/1518, bid deadline June 4. Egyptian Railways, Mechanical and Engineering Dept., Over Shubra Bridge, Shubra, Cairo. Copy of bidding conditions, technical specifications, drawings may be reviewed only in Rm. 4314, Transportation Equipment Division, BDSA-596, Department of Commerce, Washington, D.C. 20230.

381 Engineering, laboratory, scientific instruments

GERMANY—Laboratory instruments for medical, biological, chemical, pharmaceutical, physical, metallurgical, vacuum technical, mining laboratories. Direct purchase, exclusive sales representation for Germany, Austria, Switzerland. Prices f.o.b. U.S. port. Shandon Labortechnik GmbH (importer, wholesaler, sales agent), 6 Frankfurt am Main, Hafenstrasse 1. WTD 4/22/66.

● **KOREA**—Supply of laboratory instruments, equipment including, but not limited to, following: oven; distillation apparatus; centrifuge; electro-analyzer; micro-balance; electric furnace; achromatic objectives; metallurgical microscope. Tender No. KFX-6055-S, bid deadline June 7. Office of Supply, Government of the Republic of Korea, Seoul.★ Telephone: 202-WO 7-2939).

382 Instruments for measuring, controlling, indicating physical characteristics

FRANCE—Hydrogen and helium measuring instruments for very low temperatures. L'Instrumentation Scientifique (importer, commission merchant), 84 Ave. Gambetta, Courbevoie (Seine). WTD in preparation.

Gas and fluid analyzers; flow and speed measuring devices for gas, air, fluids; fire control, safety devices. Societe d'Instrumentation Schlumberger (manufacturer, importer), Departement le Controle de Chauffe, 171 rue Veron, Alfortville (Val de Marne). WTD 11/24/66.

383 Optical instruments

● **BURMA**—Supply of lapidary and optical equipment including rotary tables, jigs, gem cutting, grinding and polishing tools with accessories, microscopes, examining loupes, similar optical instruments. Tender No. 41/65-66, bid deadline May 25. Deputy Director General (Procurement), Mineral Development Corp., 243/251-36th St., Rangoon.★ (Telephone: 202-WO 7-2939).

NETHERLANDS—Colorimeters, spectrophotometers. Direct purchase and/or agency. Exclusive representation for Netherlands requested. Lameris Instrumenten N.V. (importing distributor, agent), 149 Biltstraat, Utrecht. WTD 9/23/65.

384 Surgical, medical, dental instruments

FRANCE—Audiometer hand-phones. L. Derbesse, (manufacturer, dealer), 17 Pl. du Commerce, Paris, 15eme. WTD 11/19/64.

● **KOREA**—Supply of personal safety devices for coal mining operations, including, but not limited to, following: dual frequency electro-magnetic rope tester; oxygen breathing apparatus with all-vision face masks; high pressure compression pumps; carbon monoxide respirators; aluminum flame safety lamps; gas indicators. Tender No. KFX-6054-S, bid deadline May 26. Office of Supply, Government of the Republic of Korea, Seoul.★ (Telephone: 202-WO 7-2939).

385 Ophthalmic goods

● **BURMA**—Supply of 100 lenses, white, 2½" diameter (Ref. No. ESF 387 G 166). Tender No. 186/(T)/TTS-BR/65-66, bid deadline June 22. Government of the Union of Burma, Myanma Export Import Corp., Rangoon, (for use of Chairman, Union of Burma Railway Board).★ (Telephone: 202-WO 7-2939).

386 Photographic equipment

● **CHILE**—Supply of photographic, laboratory equipment, comprising 25 items in various categories, quantities. Tender No. 61, bid deadline May 27. Terms, specifications in Spanish. Correspondence preferred in Spanish. It is recommended that bidders be legally represented in Chile. Direccion de Aprovisionamiento del Estado, Amunategui 66, 4to. piso, P.O. Box 24-D, Santiago.★ (Telephone: 202-WO 7-2939).

FRANCE—Still cameras, amateur, professional. Direct purchase and agency. Requests replies in French. Comptoir International de Radiophonie (importer, dealer), 8 rue de Port-Mahon, Paris 2e. WTD 1/31/66.

387 Watches, clocks, parts

FRANCE—Electric alarm clocks (50 cycles only—110, 220 volts). Ets. Lulin (dealer), 119 rue du Temple, Paris 3. WTD 3/3/65.

391 Jewelry, silverware, plated ware

FRANCE—Cigarette cases, lighters, vanity cases, compacts; trimmings for umbrellas, canes; flatware (knives, forks and spoons); toilet ware. To be sold as gift articles. Direct purchase and agency. Feret Freres (manufacturer, wholesaler, importer), 24 rue Henri Barbusse, Clichy (Seine). WTD 9/24/65.

VENEZUELA—Jewelry made of gold, silver. Wholesale and distribution for all of Venezuela. Refinoro, S.A. (importer, wholesaler), Apartado del Este 5329, Calle Los Angeles, Edificio Inca, Chacao, Caracas. WTD 4/26/66.

394 Toys, amusement, sporting goods

FRANCE—Exercise boards. Exercising machines: push-pull exercisers, rowing machines. Direct purchase and agency. Etablissements Mary (importer, wholesaler, commission merchant, agent), 8 Cite Nollez, Paris 18e. WTD 4/19/66.

KENYA—Fishing tackle, such as reels, rods, lures, lines. Phillips, Harrisons & Crosfield, Ltd. (manufacturers' representatives), P.O. Box 588, Nairobi. WTD 9/1/65.

SWEDEN—Swimming pools (excavated), accessories. Hafe Ingejorsfirma AB (retailer), Liljeholmstorget 12, Stockholm. WTD 4/18/66.

395 Pens, pencils, other office, artists' materials

SWEDEN—Carbon ribbons for data machines. Kontorsblock AB (importer, manufacturer, wholesaler), Tulegatan 19, Stockholm. WTD 4/21/66.

● **VIET-NAM**—Supply of 10 mt. of rolling carbon paper. Tender No. 2190-15046, bid deadline May 20. Cable bids will be accepted if formal bid is airmailed at same time. Central Purchasing Authority, 140 Hong Thap Tu, Saigon.★ (Telephone: 202-WO 7-2939).

396 Costume jewelry, novelties, buttons, notions

FRANCE—Costume jewelry, novelties, ornaments. Direct purchase and agency. Feret Freres (manufacturer, wholesaler, importer), 24 rue Henri Barbusse, Clichy (Seine). WTD 9/24/65.

HONG KONG—Handbag frames and accessories, nonferrous metal. The Mercantile Agency, (H.K.) (importer, exporter, wholesaler), P.O. Box 1979, Hong Kong. Cable: CANTAC. WTD in preparation.

SWEDEN—Apparel fasteners such as zippers. Direct purchase and agency. J. T. Bruhn AB (importer, wholesaler, sales agent), Box 7, Solna. WTD 4/21/66.

VENEZUELA—Costume jewelry, costume

Venezuela. Refinoro, S.A. (importer, wholenovelties. Wholesale and distribution for all of saler), Apartado del Este 5329, Calle Los Angeles, Edificio Inca, Chacao, Caracas. WTD 4/26/66.

399 Manufacturing industries

FRANCE—Electric vibrators, designed for beauty shops and barber shops; portable steam bath cabinet sets. Direct purchase and agency. Etablissements Mary (importer, wholesaler, commission merchant, agent), 8 Cite Nollez, Paris 18e. WTD 4/19/66.

Cigarette holders, atomizers, women's comb-and-brush dresser sets. Direct purchase and agency. Feret Freres (manufacturer, wholesaler, importer), 24 rue Henri Barbusse, Clichy (Seine). WTD 9/24/65.

MALAYSIA—Novelty items, general and Christmas giftwares; in wood, textile fabrics, plastics, light metals. Key Chemicals, Ltd. (importer, wholesaler, retailer), 42 Jalan Rodger, Kuala Lumpur. WTD 12/30/65.

Hairdressers' equipment in small sizes. Direct purchase or agency. Wah Seng Trading Co. (importer, exporter, wholesaler, retailer, manufacturer), 403 Chulia St., Penang. WTD 3/16/66.

VENEZUELA—Beauty parlor equipment, articles. Distribution for all of Venezuela. C. A. Probelsa (importer, distributor, sales agent), Apartado 1645, Avenida Este 8 (Zamuro a Pajaro), Edificio fe, Planta Baja, Caracas. WTD 4/18/66.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat products

ITALY—Preserved pork meats such as hams, sausages. Franco Saccone (distributor, representative), 4 Largo Gerolamo Belloni, Rome. WTD 7/22/65.

202 Dairy products

ITALY—Cheese. Franco Saccone (distributor, representative), 4 Largo Gerolamo Belloni, Rome. WTD 7/22/65.

203 Canning, preserving foods

AUSTRALIA—Frozen sweet corn, off-the-cob, consumer and catering packs; frozen fish; frozen foods, all lines except peas, beans. Indent agency. Hagemeyer Trading Co., (Aust.), Pty., Ltd., 317 Sussex St., Sydney, N.S.W. WTD 4/20/66.

ITALY—Canned foodstuffs. Franco Saccone (distributor, representative), 4 Largo Gerolamo Belloni, Rome. WTD 7/22/65.

209 Food preparations

AUSTRALIA—Potato chips, 5-lb. packs (regular) and 10-oz. retail packs (crinkled form). Indent agency. Hagemeyer Trading Co., (Aust.), Pty., Ltd., 317 Sussex St., Sydney, N.S.W. WTD 4/20/66.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

222 Broad woven fabric mills, man-made fiber, silk

AUSTRIA—Novelty non-rubber elastic fabrics for foundation garments, swimwear. Dr. Thom. Puck & Co., K.G. (agent), Trattnerhof 2, A-1010 Vienna. WTD 4/27/66.

ENGLAND—Women's lingerie in nylon, silk, fine cotton. Top quality only, for distribution to exclusive stores. Robert Thivind and Partners (sales agents), John Tuckey's House, 32 Wigmore St., London, W. I. WTD 4/26/66.

225 Knitting mills

FRANCE—Women's, misses' dresses, suits, skirts, made in knitting mills. Societe Francaise de Marques "Jeune Boutique", (importer, distributor), 36 rue Beaujon, 75- Paris (8e). WTD 4/19/66.

232 Men's, youths', boys' furnishings

FRANCE—Ready-made, medium-priced clothing, all types: sports clothes for men, boys; work pants, shop coats, jackets. Good quality. Agency for France or section thereof. Etablissements Geb (manufacturers, wholesalers), 87 Iteuil, Vienne. WTD 5/21/65.

233 Women's, misses', juniors' outerwear

FRANCE—Women's, misses' blouses, suits, skirts, coats. Societe Francaise de Marques "Jeune Boutique" (importer, distributor), 36 rue Beaujon, 75 Paris (8e). WTD 4/19/66.

238 Apparel, accessories

FRANCE—Women's, misses' raincoats. Societe Francaise de Marques "Jeune Boutique" (importer, distributor), 36 rue Beaujon, 75 Paris (8e). WTD 4/19/66.

261 Pulp mills

VENEZUELA—Wood pulp, all grades. Sales agency for all of Venezuela. C. J. Diaz Frontado (importer, sales agent), Apartado 1962, Edifico Easo, Avenida Francisco de Miranda, Chacaito, Caracas. WTD 1/4/66.

281 Industrial chemicals

FRANCE—Fine chemicals for electronics, ceramics, nuclear industries; for refractories. Comptoir de Mineraux & Matieres Premieres (importer, dealer, agent), 45 rue de Leningrad, Paris 8. WTD 10/27/64.

Pigments, organic and inorganic; dyes. Applications Chimiques sur Metaux (dealer), 25 rue Albert Duchaussoy, Drancy (Seine). WTD 3/2/65.

282 Synthetic materials

FRANCE—Plastics for molding. Applications Chimiques sur Metaux (dealer), 25 rue Albert Duchaussoy, Drancy (Seine). WTD 3/2/65.

SWEDEN—Chemicals for paper making industry, including paper coating; raw materials for packaging industry, including packaging films; blister and skin packaging films. Raw materials for plastics industry. Arne Lundquist AB (sales agent), Bjornbodavagen 11, Vallentuna. WTD 4/14/66.

289 Chemical products

SOUTH AFRICA—Oleic acid with the following specifications: acid value 198±5; saponification value 200±5; iodine value 90±3; with a minimum of linoleic acid. Desires exclusive agency for South Africa. Netherlands-African Trading Co., (Pty.), Ltd. (manufacturers' agent), P.O. Box 2732, Cape Town, Cape Province. WTD in preparation.

322 Glass, glassware

AUSTRALIA—Oven-resistant glassware. Heine Bros., (Australasia), Pty., Ltd. (importer, exporter), 11 Loftus St., Sydney, N.S.W. WTD 4/1/66.

334 Secondary smelting, refining nonferrous metals

GERMANY—Silver solder for forming hard solder at low temperatures. Direct purchase and/or agency representation for Europe. Requests prices c.i.f. Hamburg. Elga Elektro-und Gasapparatebau GmbH (manufacturer, exporter), 667 St. Ingbert/Saar, Poststrasse 8-10. WTD 4/28/66.

353 Construction machinery

THAILAND—Flat bed trailers, fork lifts, cranes. Price lists, illustrated literature. E.T.O. Motors, Ltd. (importer, distributor), 301-3 New Rd., Bangkok. WTD 9/16/65.

354 Metalworking machinery

GERMANY—Tool for applying measured amounts of solder paste. Elga Elektro-und Gasapparatebau GmbH (manufacturer, ex-

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porter), 667 St. Ingbert/Saar, Poststrasse 8-10. WTD 4/28/66.

355 Special industry machinery

FRANCE—Offset printing machines. Societe Michel, (France) (importer, agent), 10 rue Saint-Marc, Paris 2. WTD 2/10/65.

Woodworking machines, except auto-nailers. Societe F.E.R.E. (manufacturer, dealer), 17bis/25 Bld. Jeanne-d'Arc, Montreuil-sous-Bois (Seine). WTD 1/26/65.

356 General industrial machinery

FRANCE—Liquifying apparatus for nitrogen, hydrogen, helium. L'Instrumentation Scientifique (importer, commission merchant), 84 Avenue Gambetta, Courbevoie (Seine). WTD in preparation.

GERMANY—Air conditioning units; assemblies for industrial air conditioners. Agency representation for Germany. L. Hartmann & Co. (sales agent), 6 Frankfurt am Main, Taunusstrasse 35. WTD 10-28-64.

358 Service industry machines

DOMINICAN REPUBLIC—Room air conditioners. Industrias Rodriguez (importer, exporter, wholesaler, retailer, commission agent), Maria Montez No. 241 Esq. Calle 28, Santo Domingo. WTD in preparation.

361 Electric transmission, distribution equipment

FRANCE—Oscillographs. Societe de Fabrication d'Instruments de Mesure (manufacturer, exporter), Ave. Marcel Ramolfo-Garnier, Massy (Seine-et-Oise). WTD 1/18/65.

363 Household appliances

DOMINICAN REPUBLIC—Refrigerators. Industrias Rodriguez (importer, exporter, wholesaler, retailer, commission agent), Maria Montez No. 241 Esq. Calle 28, Santo Domingo. WTD in preparation.

365 Radio, television receiving sets

DOMINICAN REPUBLIC—Radio, television receivers for home use. Guerrero & Mieses (importer, exporter, wholesaler, retailer), P.O. Box 537, Avenida Mella No. 147, Santo Domingo. WTD in preparation.

366 Communication equipment

VENEZUELA—Radio communication equipment. Agency for all of Venezuela. Radio Electro Telvis, C.A. (importer, distributor, sales agent), Apartado 7081, Bermudez a Horcones No. 11, Caracas. WTD 4/18/66.

371 Motor vehicles, equipment

DOMINICAN REPUBLIC—Automobile accessories, functional and decorative (not spare parts). Guerrero & Mieses (importer, exporter, wholesaler, retailer), P.O. Box 537, Avenida Mella No. 147, Santo Domingo. WTD in preparation.

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ATLANTA, GA., 30303, 4th Floor, Home Savings Building, 75 Forsyth St., N.W. Area Code 404 Tel. 526-6000.

BALTIMORE, MD., 21202, 305 U.S. Customhouse, Gay and Lombard Sts. Area Code 301 Tel. Plaza 2-8460.

BIRMINGHAM, ALA., 35205, Suite 200-201, 908 South 20th St. Area Code 205 Tel. 325-3327.

BOSTON, MASS., 02110, Room 230, 80 Federal St. Area Code 617 Tel. CA 3-2312.

BUFFALO, N.Y., 14203, 504 Federal Building, 117 Ellicott St. Area Code 716 Tel. 842-2208.

CHARLESTON, S. C., 29403, Federal Building—Suite 631, 334 Meeting St. Area Code 803 Tel. 747-4171.

CHARLESTON, W. VA., 25301, 3002 New Federal Office Building, 500 Quarrier St. Area Code 304 Tel. 343-6196.

CHEYENNE, WYO., 82001, 6022 Federal Building, 2120 Capitol Ave. Area Code 307 Tel. 634-5920.

CHICAGO, ILL., 60604, 1486 New Federal Building, 219 South Dearborn St. Area Code 312 Tel. 828-4400.

CINCINNATI, OHIO, 45202, 8028 Federal Office Building, 550 Main St. Area Code 513 Tel. 684-2944.

CLEVELAND, OHIO, 44101, 4th Floor, Federal Reserve Bank Building, East 6th St. and Superior Ave. Area Code 216 Tel. 241-7900.

DALLAS, TEX., 75202, Room 1200, 1114 Commerce St. Area Code 214 Tel. Riverside 9-3287.

DENVER, COLO., 80202, 16407 Federal Building, 20th and Stout Sts. Area Code 303 Tel. 297-3246.

DES MOINES, IOWA, 50309, 1216 Paramount Building, 509 Grand Ave. Area Code 515 Tel. 284-4222.

DETROIT, MICH., 48226, 445 Federal Building. Area Code 313 Tel. 226-6088.

GREENSBORO, N. C., 27402, 412 U.S. Post Office Building. Area Code 919 Tel. 275-9111.

HARTFORD, CONN., 06103, 18 Asylum St. Area Code 203 Tel. 244-3530.

HONOLULU, HAWAII, 96813, 202 International Savings Building, 1022 Bethel St. Tel. 588977.

HOUSTON, TEX., 77002, 8102 Federal Building, 515 Rusk Ave. Area Code 713 Tel. 228-0611.

JACKSONVILLE, FLA., 32202, 513 Greenleaf Building, 208 Laura St. Area Code 904 Tel. 354-7111.

KANSAS CITY, MO., 64106, Room 2011, 911 Walnut St. Area Code 816 Tel. FR 4-3141.

LOS ANGELES, CALIF., 90015, Room 450, Western Pacific Building, 1031 South Broadway. Area Code 213 Tel. 688-2833.

MEMPHIS, TENN., 38103, 345 Federal Office Building, 167 North Main St. Area Code 901 Tel. 534-3214.

MIAMI, FLA., 33130, 920 Federal Office Building, 51 S.W. First Ave. Area Code 305 Tel. 350-5267.

MILWAUKEE, WIS., 53203, Straus Building, 238 West Wisconsin Ave. Area Code 414 Tel. BR 2-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Building, 110 South Fourth St. Area Code 612 Tel. 334-2133.

NEW ORLEANS, LA., 70130, 909 Federal Office Building, South, 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N. Y., 10001, 61st Floor, Empire State Building, 350 Fifth Ave. Area Code 212 Tel. Longacre 3-3377.

PHILADELPHIA, PA., 19107, Jefferson Building, 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Building, 230 North First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Building, 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

RENO, NEV., 89502, 2028 Federal Building, 300 Booth St. Area Code 702 Tel. 784-5203.

RICHMOND, VA., 23240, 2105 Federal Building, 400 North 8th St. Area Code 703 Tel. 649-3611.

ST. LOUIS, MO., 63103, 2511 Federal Building, 1520 Market St. Area Code 314 Tel. MA 2-4243.

SALT LAKE CITY, UTAH, 84111, 3235 Federal Building, 125 South State St. Area Code 801 Tel. 524-5116.

SAN FRANCISCO, CALIF., 94102, Federal Building, Box 36013, 450 Golden Gate Ave. Area Code 415 Tel. 556-5864.

SANTURCE, P. R., 00907, Room 628, 605 Condado Ave. Phone: 722-4640.

SAVANNAH, GA., 31402, 235 U.S. Courthouse and Post Office Building, 125-29 Bull St. Area Code 912 Tel. 232-4321.

SEATTLE, WASH., 98104, 809 Federal Office Building, 909 First Ave. Area Code 206 Tel. 583-5615.

New Trade Lists

The Bureau of International Commerce has published the following new trade lists of which mimeographed copies may be obtained by firms domiciled in the United States from BIC-916, U.S. Department of Commerce, Washington, D. C. 20230, and from Department of Commerce Field Offices. The price is $1 a list for each country. All are dated April unless otherwise indicated.

Most of the lists are prefaced by a brief review of basic trade and industry data collected in making the compilations.

Air Conditioning and Refrigeration Equipment—Importers, Dealers and Manufacturers—Haiti.

Beverages, Non-Alcoholic—Manufacturers—Austria, May.

Business Firms—Barbados.

Canneries and Frozen Foods—Producers and Exporters—Costa Rica.

Curios, Novelties and Handicrafts—Manufacturers and Exporters—Philippines.

Dental Supply Houses—Iran.

Dental Supply Houses—Portugal.

Electronic Equipment, Electron Tubes, and Other Electronic Components and Accessories—Importers, Dealers and Manufacturers—Greece.

Hides, Skins and Furs—Importers, Dealers and Exporters—Sweden.

Leather and Shoe Findings—Importers and Dealers—Denmark.

Machinery and Equipment, Farm—Importers, Dealers and Manufacturers—El Salvador.

Mining Companies and Exporters of Ores—Thailand.

Plastic Materials—Importers, Dealers and Manufacturers—Republic of South Africa.

American Firms, Subsidiaries and Affiliates—Israel, March.

American Firms, Subsidiaries and Affiliates—Venezuela.

Business Firms—Guadeloupe, Martinique and French Guiana.

Business Firms—Libya.

Business Firms—Sierra Leone, March.

Business Firms—Sudan.

Iron and Steel, Non Ferrous Metals and Building Materials—Importers and Dealers—France.

Musical Instruments—Importers and Dealers—Mexico.

Office Supplies and Equipment, Paper and Stationery—Importers and Dealers—New Zealand.

Oils (Animal, Fish and Vegetable)—Importers, Dealers, Producers, Refiners and Exporters—Switzerland, March.

Provisions—Importers and Dealers—Spain.

Leads for Importers

Commodities are offered direct unless specified

209 Food preparations

MALAYSIA—Coconut oil, palm oil, sago flour. Direct sale or through agents. Malayan Produce Co. (importer, exporter, wholesaler, indent agent), 127 Pitt St., P.O. Box 1151, Penang. WTD 3/16/66.

233 Women's, misses', juniors' outerwear

AUSTRIA—Ski pants and "Mozart" knickers for women; first quality; corduory or stretch fabrics of textured Helanca yarn. Seeks contact with specialized stores. H. Madjera & Co. (importer, wholesaler, manufacturer), Boerseplatz 3, A-1010 Vienna. WTD 1/18/66.

242 Sawmills, planing mills

BRAZIL—Processed Brazilian woods (squares, dowels, panelings, floorings) made to specifications, in Parana pine and other hard and soft woods; broom handles and other sticks, in Parana pine and other woods, sanded or painted. Representative desires to act as buying agent and shipper to U.S. importers. EMCO-Empresa Comercial, Industrial de Representacees Ltda., Rua da Assembleia 11, 3° andar, sala 302, Rio de Janeiro ZC-21 (Caixa Postal 4137, Rio de Janeiro ZC-05), Estado da Guanabara. WTD 4/13/65.

MALAYSIA—Malayan timber: logs and swan lumber. Direct sale or through agents. Lee Sang Loong Sawmill, (wholesaler, retailer, ex-

porter), 184 Lahat Rd., Falim, Ipoh. WTD 3/18/66.

Malayan timber in logs or sawn form. Direct sale or through agents. Malayan Produce Co., (importer, exporter, wholesaler, indent agent), 127 Pitt St., P.O. Box 1151, Penang. WTD 3/16/66.

249 Wood products

MALAYSIA—Wooden doors; broom handles. Direct sale or through agents. Lee Sang Loong Sawmill, (wholesaler, retailer, exporter), 184 Lahat Rd., Falim, Ipoh. WTD 3/18/66.

317 Handbags, personal leather goods

LEBANON—Jewelry or cigarette boxes made of walnut, oak, beech, inlaid with multicolored wood, bone and mother-of-pearl; 2,000 available for immediate shipment. General Universal Agencies (Lebanon), P.O. Box 4936, Beirut, Lebanon. WTD 4/28/66.

Construction Awards

CANADA—(C$1.00=U.S.$.92½) Cambrian Construction Limited, Montreal, has been awarded the contract to build a Department of Transport air terminal at Sydney, N.S.W., at a cost of C$1.27 million. It is estimated that the two-story terminal building, surmounted by a two-story control tower, is scheduled to be completed by the end of September 1967.

Earlier awards include a C$705,100 contract with Ready-Mix Limited of Sydney for runway and taxi apron work and a C$213,333 contract with Stephen Construction of Sydney for a new maintenance garage and fire hall building. These will bring the total cost of the airport to C$2,188,433.

The terminal, designed by Transport Department architects, will contain a 3,250 square-foot waiting room, a restaurant, baggage claim and concession areas, and a spectator deck. Three airlines—Air Canada, Eastern Provincial Airways and Air Gaspe—will have individual counters and cargo rooms.

ICELAND—Svenska Entreprenad AB (SENTAB), a leading Swedish building contractor, has been awarded a contract to build what is reported to be Iceland's largest hydroelectric power plant. Reportedly, SENTAB will perform the work jointly with the Danish contractor Pihl & Son, and the Icelandic firm of Allmenna Byggingagelagid. The contract, awarded by the Icelandic power company Landsvirkjun, is worth about $17.37 million, excluding the cost of turbines and generators.

The power plant will be located about 60 miles east of Reykjavik, and will take about three years to complete. It will be designed to generate about 210 megawatts.

IRAQ—(ID 1 = $2.80) Seventeen suppliers have received orders for tires and tubes totaling ID 1,594,000 under Tender No. AITC 3/1965 of the nationalized African Iraqi Trading Company. Orders for ID 957,500 (60% of the total) have been placed with the following American companies: Goodrich, U.S. Royal, Goodyear, Firestone, Kelly-Springfield and Cooper.

Future Construction

For maximum assistance to those interested in overseas construction projects, U.S. Foreign Service officers report them as soon as possible, often in early planning stages. Some may not reach completion as originally proposed. In such cases additional information is published as it is obtained.

GREECE—The Government reportedly is considering a project to develop the plain between Larissa and Volos, which was recently reclaimed by draining Lake Karla. A feasibility study on utilization of Lake Karla's waters for an irrigation network has been completed by a Greek company.

Hydromac S.A., which is a group of two German and two Italian firms, has filed with the Ministry of Public Works a proposal for undertaking this project at a cost of about $53 million. The Governmental Economic Council will consider the proposal, but is expected to recommend that an international tender for the project be held within two months.

THAILAND—The Japaprathan Cement Company, Limited, (c/o Royal Irrigation Department, Samsen Road, Bangkok) has announced its intention to expand the present cement production capacity of its plant at Nakorn Sawan from 1,000 metric tons to 1,800 metric tons per day.

The proposed extension of manufacturing facilities includes: primary and secondary rock crushers (limestone). Maximum feed size 1.5 x 1 m. Production to be minus 25 mm.; combined grinding and drying mill of 80 metric tons per hour—10% residue, 4900 mesh—or separate clay drying and grinding, with utilization of heat from kiln exhaust; homogenizing plant; kiln storage silo plant.

VENEZUELA—The World Bank has approved a loan equivalent to $21.3 million for improvement and expansion of the water supply system serving the Caracas metropolitan area. Much of Caracas, a complex urban metropolis with a generally high standard of living, receives water service only a few hours daily. The acuteness of the water shortage in the capital city has forced the Government to give this project high priority in its proposed development program for 1965-68.

The loan was made to the Instituto Nacional de Obras Sanitarias (INOS), an autonomous institution established in 1943 to construct and operate water supply and sewerage systems under contracts with local municipal authorities. INOS now operates some 130 systems covering all towns of Venezuela with populations of over 5,000. Its largest single operation is the water supply and sewerage system in the Metropolitan Zone, which encompasses the municipalities of Caracas and Sucre with a population of about 1.7 million.

The population is expected to reach 2.9 million in the next decade.

The project includes additional intake and water treatment works on the Tuy River, a transmission pipeline about 20 miles long, four pumping stations, construction of a large storage reservoir, a water treatment plant, an electricity transmission line to supply power to the pumping stations and treatment plant, additional water supply lines and secondary distribution mains. Also included are consulting services to improve the operations of the Metropolitan Zone system, and a study for the development of an additional water source.

The project is scheduled for completion by mid-1968 at a total estimated cost equivalent to $57.7 million. The Bank loan will cover $21.3 million of the total; the remainder will be financed mainly from INOS' internal cash generation and domestic bond issues.

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The next time you write one of the advertisers in these pages don't just ask him for a letter of credit—ask the Commerce Department Field Office or your bank for advice on financing foreign trade.

Quarterly summary available on future construction jobs

A quarterly summary of future construction projects, contract award stories and significant foreign government engineering or construction tenders which have been published in INTERNATIONAL COMMERCE during October, November, and December, 1965, is available to U.S. firms from the U.S. Department of Commerce, BDSA-624, Washington, D.C. 20230. A preaddressed *mailing label* should be included with requests to facilitate processing.

The summary may also be reviewed at any of the 42 Department of Commerce Field Offices. It alphabetically lists project summaries by country in these five distinct classes: I—Airport, Seaport, Railroad and Highway Projects; II—Hydro and Thermal Electric Plants & Irrigation Projects; III—Hospitals, Hotels & Housing Projects; IV—Industrial Plant Projects, and, V—Comprehensive Development Projects.

Names of the firms to contact and responsible agencies are cited, with original publication dates, whenever possible.

New Books and Reports

***Europa Year Book: 1966* (2 vols). Europa Publications, London. 2,400 pp. $44.**

This two-volume world survey treats Europe and the various international organizations in one volume and the rest of the world in the other. For every country in the world, the book gives: an introductory survey, statistical survey, outline of government and principal officers, political parties, legal system, prominent religions, foremost newspapers and journals, radio and television stations, financial structure, trade and industry, transportation, atomic energy and leading universities.

The same publishers also put out three other international reference books: *International Who's Who, The World of Learning* and the *Middle East and North Africa.*

Write: Europa Publications, Limited, 18 Bedford Square, London, W.C. 1, England.

***Basic Statistics for Formulating and Implementing Plans of Economic and Social Development in Countries of Asia and the Far East.* United Nations, New York. 50pp. 75¢.**

This document contains a list of basic statistical series which are needed for formulating and implementing plans of economic and social developments in the countries of Asia and the Far East. Processes of development planning and the need for basic statistics are discussed, along with the priority in which the data should be collected in specific subject fields. Some of the statistical programs suggested in the series include those on population, employment, manufacturing, retail and wholesale trades, foreign trade, income, and housing.

Write: Sales Section, United Nations, New York, N.Y. 10017.

***Made in Europe Buyers' Guide and New Products Parade, 1966.* H. E. Reisner Publications, Germany. $3.**

This annual directory issue is an illustrated listing, with detailed information, of European products available for export. Among other features the following are included: A listing of selected trade fairs to be held in Europe during 1966; roster of selected companies classified by products; the names of manufacturers seeking agents or importers and pictures and descriptions of the newest and most popular products available from European manufacturers.

Write: Made in Europe, 150 Green St., Brooklyn, N.Y. 11222.

Singapore investments

The Government of Singapore is actively encouraging foreign investment in its industries and has printed a number of booklets describing investment opportunities and services offered to potential investors, including: "Guide to the Establishment of Industry in Singapore;" "Guide, Product and Design Center, Singapore;" "Industrial Opportunities in Singapore;" "Industrial Research Unit, Singapore;" "Jurong, Singapore's New Frontier;" "Light Industries Services, Singapore;" and "Manpower Schemes to Assist Industrial Development in Singapore."

These publications are available without charge from the Far Eastern Division, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230.

***Statistical Bulletin for Latin America; Vol. II No. 2.* United Nations, New York. 220pp. $2.50.**

Statistical tabulations of economic indicators for Latin American countries for various years from 1950 through 1964. Data on population, finance and prices, agricultural and industrial production, and international trade are included in the report. The annex contains information relating to exports of main products by destination; it includes four tables giving the destination and total value of exports in 1959-63, and other tables breaking down exports into the main products exported. This issue revises and brings up to date the same statistical series as Vol. 1, No. 2 of August 1964. Text in Spanish and English.

Write: Sales Section, United Nations, New York, N.Y. 10017.

***Economic Development in Nigeria.* By Victor P. Diejomaoh. Princeton U., Princeton, N.J., 134pp. $3.**

A brief, but comprehensive picture of the Nigerian economy prior to independence and an appraisal of the Federation's first post-independence development plan. Following a general review of the Nigerian economy, the study deals with problems of international trade, investment, finance, and population. A summary of major findings and of future prospects concludes the study.

Write: Industrial Relations Section, Princeton U., P.O. Box 248, Princeton, N.J. 08540.

***Overseas Business Reports.* U.S. Dept. of Commerce, Washington. $13 per year ($5 additional for foreign mailing), 15 cents per copy. Order from any Commerce Field Office or the Supt. of Documents, GPO, Wash., D.C. 20402.**

Foreign Trade Regulations of El Salvador. OBR 66-17. 6pp. outlines El Salvador's trade policy, import tariff system, special customs provisions, internal taxes, documentation and fees, labeling and marking requirements, nontariff import controls, export controls, and U.S. controls affecting trade with El Salvador.

The Market for Residential Central Heating Equipment in the United Kingdom. OBR 66-18. 4pp. Describes British housing; heating fuel systems supplied by gas, electricity, oil and solid fuels; the prospects for product lines such as warm air furnaces, hot water boilers, steam boilers, radiators, space heaters, and water heaters; duties and taxes on heating goods, and the potential for U.S. equipment.

***Trade, Finance and Development in Pakistan.* By J. Russell Andrus and Azizali F. Mohammed. Stanford U. Press, Stanford, Calif., 289pp. $8.75.**

Nearly all of the challenges, frustrations and triumphs which characterize economic processes in the developing countries are represented in Pakistan. This book focuses on the commercial and financial arrangements in both their external and internal aspects and their relation to the country's programs of economic development. The authors deal with production and marketing of export crops, foreign trade, balance of payments, central and commercial banking, agricultural credit, price trends, and other pertinent subjects.

Write: Stanford U. Press, Stanford, Calif. 94305.

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Calendar *for international traders*

CEDAR RAPIDS, IOWA—May 17—Foreign Trade Bureau of Chamber of Commerce, meeting, 5:45 p.m., Cherry Burrell Corp.

CHERRY HILL, N.J.—May 23—World Trade Week Luncheon of South Jersey Public Relations Assn., Cherry Hill Inn.

CHICAGO—May 17—In-office Export Conference, Chicago Field Office, U.S. Dept. of Commerce.

CHICAGO—May 18—Chicago-Midwest Credit Assn. meeting, LaSalle Hotel.

DALLAS—May 18—Women in Export Conference, Field Office. Sponsors: Dallas Field Office, Department of Commerce; REEC.

DES MOINES—May 17—World Trade Seminar, 2nd of seven weekly sessions, 7:30 p.m., Chamber of Commerce Bldg. Sponsors: Iowa State University; REEC; Chamber of Commerce.

EAST PROVIDENCE, R.I.—May 17—Dinner meeting of Providence World Trade Club, Wannamoisett Country Club.

HARTFORD, CONN.—May 18—Foreign Trade Workshop, 10 a.m.-12 noon, Field Office. Sponsors: Hartford Field Office, Department of Commerce; REEC.

HONOLULU—May 19—Maritime Week Luncheon and World Trade Week Observance, Princess Kaiulani Hotel meeting house. Sponsor: Propeller Club of Honolulu. Speaker: George H. Hearn, Commissioner, Federal Maritime Commission.

KANSAS CITY, KAN.—May 26—Workshop for New Exporters, Town House Hotel. Sponsors: Kansas City Field Office, Department of Commerce; REEC.

LONGVIEW, TEX.—May 24—World Trade Development Seminar. Sponsors: Texas Industrial Commission, East Texas Chamber of Commerce, Dallas REEC, U.S. Commerce Dept. Dallas Field Office.

LOS ANGELES—May 27—Export Expansion Seminar, 9:30 a.m., Los Angeles Field Office.

MEMPHIS—May 25—World Trade Week Luncheon, "Top of 100" Club. Sponsors: Mid-South Exporters' Roundtable; REEC; Memphis Field Office, Department of Commerce.

MEMPHIS—May 25—Export Financing Workshop, "Top of 100" Club. Sponsors: Mid-South Exporters' Roundtable; Dun & Bradstreet, Inc.; GE Credit Corp.; REEC; Memphis Field Office, Department of Commerce.

MIAMI—May 19—Export Workshop, 10:30 a.m., Field Office. Sponsors: Miami Field Office, Department of Commerce; REEC.

MIAMI—May 26—Export Workshop, 10:30 a.m., Field Office. Sponsors: Miami Field Office, Department of Commerce; REEC.

MILWAUKEE—May 25—Wisconsin International Trade Conference, Hotel Pfister. Sponsors: Milwaukee World Trade Club, Milwaukee Assn. of Commerce, Milwaukee Field Office, and Wisconsin REEC.

MINNEAPOLIS—May 18—Upper Midwest Conference on Industrial and Commercial Exports, Capp Towers Hotel. Sponsors: Department of Commerce; University of Minnesota; Minnesota World Trade Assn.

NASHVILLE—May 18—Terminal Conference by Trade Mission to Saudi Arabia and other Arabian states, Holiday Inn (Capitol Hill). Sponsors: Middle Tennessee Exporters' Roundtable, REEC and Memphis Field Office.

NASHVILLE—May 18—Export Marketing Workshop, Nashville Area Chamber of Commerce building. Sponsors: Nashville Chamber of Commerce, REEC, and Memphis Field Office.

NEW YORK—May 17—International Executives Assn., luncheon meeting, 11:45 a.m., Hotel Statler Hilton.

OKLAHOMA CITY—May 23-27—World Trade Week Program. Sponsors: Oklahoma City Chamber of Commerce, Dallas REEC, U.S. Dept. of Commerce Dallas Field Office.

PHILADELPHIA—May 18—Conference on Financing Exports, Field Office.

PHILADELPHIA—May 24—World Trade Week Luncheon, Bellevue Stratford Hotel. Speaker: **Secretary of Commerce John T. Connor.**

PHILADELPHIA—May 26—Foreign Traders Assn. World Trade Week Observance, Downtown Club.

PITTSBURGH—May 18—Export Workshop, 2 p.m., Field Office. Sponsors: Pittsburgh Field Office, Department of Commerce; REEC.

PITTSBURGH—May 24—Export Counseling Program, 1-5 p.m., Chamber of Commerce. Sponsors: REEC; World Trade Council, Chamber of Commerce.

PORTLAND, MAINE—May 24—Fourth Annual World Trade Conference, 10 a.m., Valle's Restaurant. Sponsor: Maine World Trade Council.

PORTLAND, ORE.—May 18—International Reception and Luncheon followed by FCIB Round Table Conference on foreign credit problems, at 70th annual congress of the National Assn. of Credit Management, Portland Hilton Hotel.

PORTLAND, ORE.—May 23-24—7th Annual Columbia Basin World Trade Conference, Benson Hotel.

SAN DIEGO—May 23—World Trade Week Luncheon, 12:15, Community Concourse. Sponsors: San Diego Chamber of Commerce, Port of San Diego, Propellor Club of U.S.

SAN DIEGO—May 26—Export Expansion Seminar, El Cortez Hotel. Sponsor: Chamber of Commerce.

SAN FRANCISCO—May 19-20—3rd Annual International Marketing Management Conference, Sir Francis Drake Hotel. Sponsor: American Marketing Assn., Northern California Chapter.

SAN JUAN, P.R.—May 25—Conference for Secretaries of REEC members and exporters. Sponsor: Santurce Field Office, Department of Commerce.

SEATTLE—May 25—Conference on Problems in U.S.-Japan Trade, Seattle Center. Speaker: **Robert L. McNeill, Deputy Asst. Secretary for Trade Policy.** Sponsors: U.S.-Japan Trade Council, Inc.; Chamber of Commerce; Port of Seattle.

STAMFORD, CONN.—MAY 26—Foreign Trade Workshop, 10-12 a.m., Stam Chamber of Commerce. Sponsors: Stamford Chamber of Commerce, REEC, U.S. Dept. of Commerce's Hartford Field Office.

ST. LOUIS—May 18—American Marketing Assn. World Trade Seminar, Statler-Hilton Hotel. Sponsors: REEC; American Marketing Assn.; World Trade Club; Chamber of Commerce; St. Louis Field Office, Department of Commerce.

ST. LOUIS—May 20—Sales and Marketing Executives World Trade Week luncheon, Gateway Hotel. Sponsors: REEC, World Trade Club, St. Louis Field Office. Speaker: **Lawrence A. Fox, Director, Bureau of International Commerce.**

ST. LOUIS—May 24—Export Workshop, American Institute of Banking. Sponsors: REEC; World Trade Club; Chamber of Commerce; St. Louis Field Office, Department of Commerce.

SYRACUSE, N.Y.—May 26—Round Table "Profits in Exports" Meeting, Chamber of Commerce. Sponsors: Foreign Trade Club; Chamber of Commerce; REEC; New York Field Office, Department of Commerce.

YORK, PA.—May 24—World Trade Council, monthly meeting, Chamber of Commerce.

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